THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

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What's YOUR score?

COOPERATION with the National Canners Association sales and advertising drive has been an important topic at recent State Association meetings. Discussions have shown that many canners are doing splendid work—taking advantage of every opportunity for sales. Others are sitting on the side lines, kidding themselves that they'll get the rewards without doing anything themselves.

You may be doing a bang-up job—or a little work—or nothing at all. Check up on yourself today. Ask yourself these questions and see how much new volume and sales you deserve.

HAVE YOU tied up your own national, local or trade advertising with the advertising of the Association?

HAVE YOU told your brokers and wholesalers you are back of this drive and insisted that they push hard on canned foods?

HAVE YOU called on retailers (even in your own town) and got them to feature, advertise and merchandise canned foods?

HAVE YOU thought up any merchandising ideas yourself whereby you could capitalize the campaign and move more goods?

HAVE YOU whooped it up for canned foods in your town—got local support from your fraternal organizations, your clubs, your Grange?

Your score should be 100%. That is, if you're out for the maximum results.

NATIONAL CANNERS ASSOCIATION, WASHINGTON, D. C.

FIT YOUR LABEL FOR ITS NEW JOB...

MODERN merchandising puts a big responsibility on your labels. They must *identify* your product distinctively; they must have *consumer appeal;* they must *advertise* for you, and build permanent good will; they must *speed production* by working properly in your labeling machines.

"U S" produces labels that meet ALL these requirements. "U S" is a nation-wide service, with sales offices in sixteen cities, and production plants convenient to you. It's good judgment to confer with "U S" on your label requiremeets.

Write "U S" Today.

TRADE MARK SERVICE... Before adopting new brand names, make sure they are not already in use. Failure to do so may result in costly litigation. Get prompt information without charge about registered and unregistered brand names from the "U S" Trade Mark Bureau at Cincinnati.

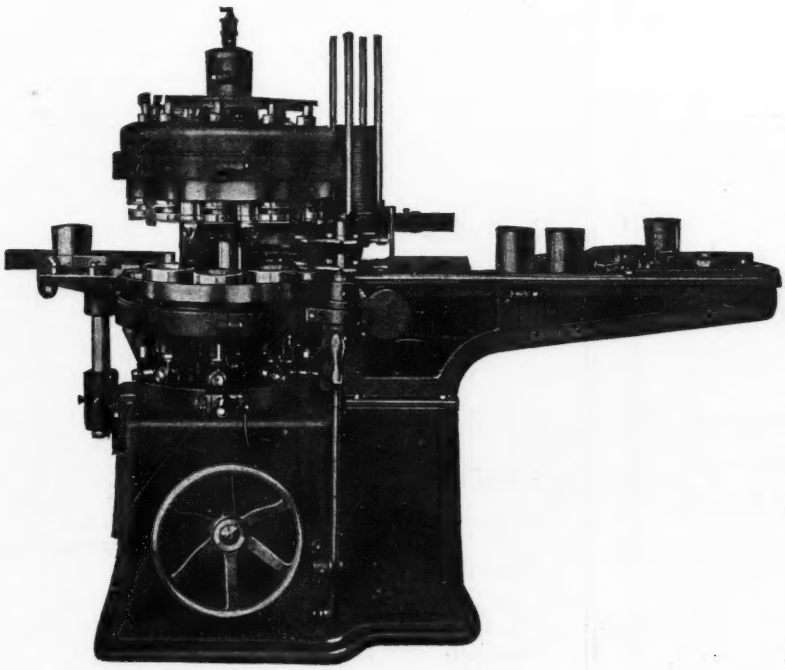
THE UNITED STATES PRINTING & LITHOGRAPH CO.

55 BEECH STREET, CINCINNATI, OHIO 98 N. THIRD STREET, BROOKLYN, N. Y. 439 CROSS STREET, BALTIMORE, MD.

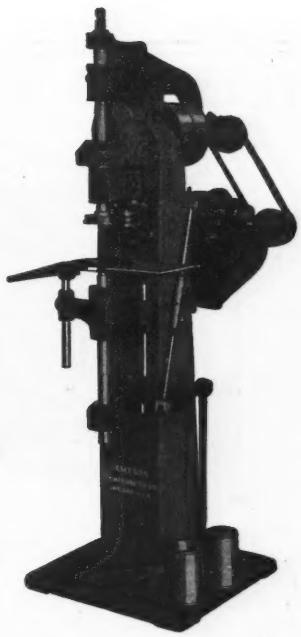
CLOSING MACHINES REGARDLESS OF OUTPUT

NO. 287 DOUBLE-SEAMER

WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.



NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

YOUR INCREASED VALUES REQUIRE INCREASED FIRE INSURANCE

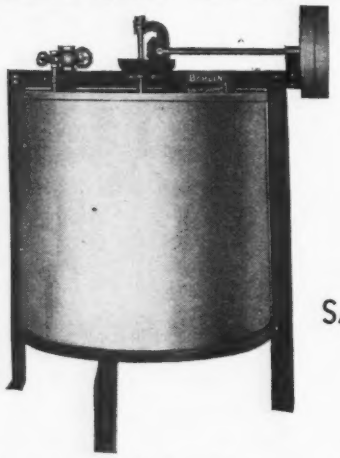
Each increase in the amount of your insurance means an increase in your share of the saving . . . .
Write - wire or phone - your additional requirements.

LANSING B. WARNER, Incorporated
540 N. Michigan Ave.,
CHICAGO, ILL.
TELEPHONE: DELAWARE 9400

Canners Exchange Subscribers
at
Warner Inter-Insurance Bureau

BRINE TANK

CLEAN



SANITARY

Nickel, electric welded, with pure nickel heating coils.

Built in many sizes.
BERLIN CHAPMAN CO., BERLIN, WIS.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

MODEL "B"

Judge Syrupers

Vacuum Syruping

Are the same as model "A" except each valve is automatically connected to a Central Vacuum Pump.

The advantages of drawing a vacuum in a can filled with fruit, before filling with syrup, lies in the fact that the air or gas is drawn from the cells of the fruit, which allows the syrup to enter under vacuum and fill these cells without marring the fruit. The Judge Syruper - using the Cutler Method of concentrated syrup, - makes the ideal combination.

The can is sealed tight by the rubber ring in valve. The can lifts the valve and connection is made to the vacuum port - after the vacuum is drawn, the syrup port is opened (all the while the can is held under vacuum) and the necessary number of ounces of concentrated syrup, to give the required cut-out, are run into the can. The can is then discharged and goes thru the Water Adder, where water fills the can to desired head space and the can enters the Vacuum Double Seamer to be sealed under vacuum.

No time lost

With the use of concentrated syrup and added water no time is lost in changing from one grade of syrup to another. Simply raise or lower the Measuring Cups, the Indicator tells you when you have cups set for the number of ounces required per grade. This is done instantly, no emptying of bowl or valves.

No guess work

In this manner can give the required amount of syrup to suit the condition of the fruit - thus maintaining uniform cut-outs.

Makes as many changes in grades per day as is necessary, 10 or 100 - no loss of cans or time in changing syrups.

Ample time is allowed for drawing the vacuum and filling the syrup. All cans are filled uniformilly.

No exhaust Boxes

By the use of mechanical vacuum in syruping and closing the cans, much space is saved, no steam or exhaust boxes. High speed without slopping.

Proper vacuum

Any number of inches of vacuum per can may be had, insuring against Flippers or Puffed ends.

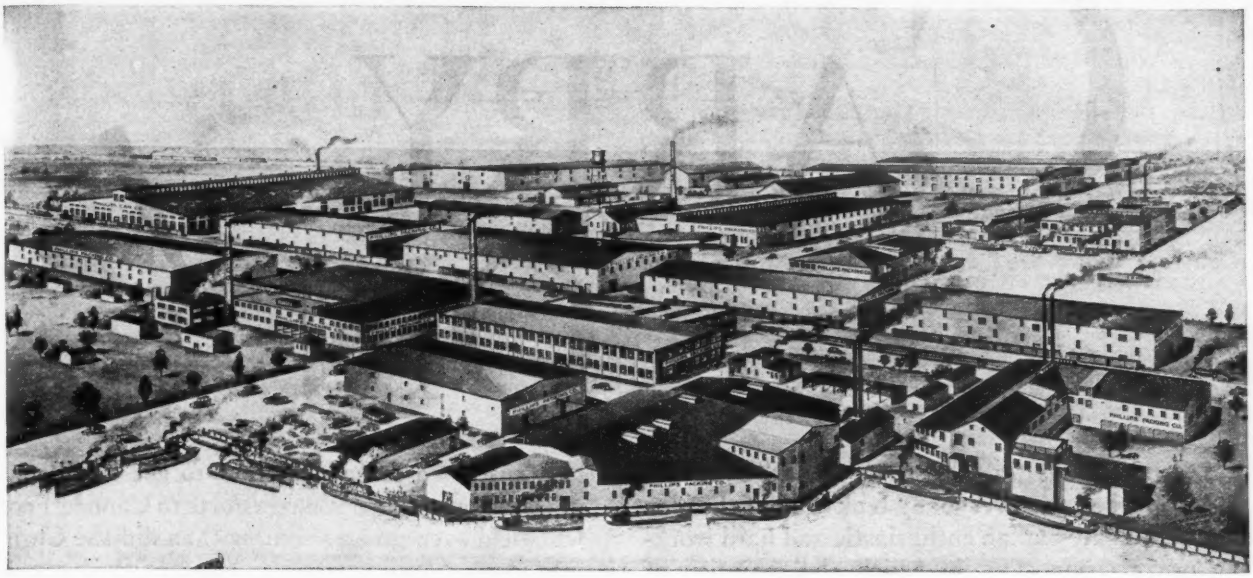
MODEL "C"

Is the same as model "B" except it is fitted to use straight syrups.

E. J. JUDGE

Syrupers, Clutches and Timers.

P. O. Box 238 Alameda, Calif.



PHILLIPS CAN COMPANY
Manufacturers of Packers Sanitary Cans
Division of the
PHILLIPS PACKING COMPANY
Packers of HIGH CLASS FOOD PRODUCTS
CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,
BROKERS and COMMISSION
Canned Foods and Canners' Supplies
Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.
CAMBRIDGE, MD. U. S. A.

QUALITY SEED PEAS
Canners' Varieties Exclusively
Quality is to seeds what character is to an individual. Our seed peas possess the dependability that follows careful breeding.
GALLATIN VALLEY SEED COMPANY
BOZEMAN, MONTANA

CARRY ON!

CANNED Foods for Christmas went "Over the Top" because everybody took hold of the idea and we quickly had an enthusiastic and hard working organization . . . in which the majority of Canners—Brokers—Wholesalers and Retailers did their part of the job well.

We proved to ourselves what organized effort could do.

A good job has been done, but this is no time to settle back with satisfaction and believe the fine advertising that is appearing will carry on for us, without our co-operation.

It's up to every one of us to keep the splendid organization going at top speed . . . this is no time for laggards . . . each one must continue to do his part!

Retailers everywhere have watched the Christmas Campaign earn greater Canned Food profits for them. We must capitalize on our opportunity and increase our efforts to encourage them to build even greater sales of Canned Foods.

A sustained drive right now to get Retailers to devote more of their selling efforts to Canned Foods will yield even greater returns than did the Christmas idea.

It's time something was done to divert the selling attention of the Retailers from perishables, and direct it toward non-perishable Canned Foods.

Plan right now to have your men see every Retailer in your territory and sell them on the idea of dividing their attention between perishables and Canned Foods. Carry sets of the new newspaper matrices and see that every Retailer uses one or more in his newspaper advertising each week. We'll gladly furnish them absolutely free—all you can use to good advantage. The main thing is to be sure they are used.

Start the New Year off with a renewed determination to make the National Canned Foods Advertising Campaign earn greater dividends for you.

Carry on!

Order these Free Newspaper Matrices *NOW*

NATIONAL CANNERS' ASSOCIATION
1739 H Street, N. W., Washington, D. C.

Please send us _____ sets
Quantity
of the free newspaper matrices.

Name _____

Address _____

City _____

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.

Entered at the Postoffice, Baltimore, Md., as second-class matter.

TERMS OF SUBSCRIPTION

One Year	$3.00
Canada	$4.00
Foreign	$5.00
Extra Copies, when on hand, each	.10

Advertising Rates Upon Application.

PUBLISHED EVERY MONDAY
By
THE TRADE COMPANY
ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, JANUARY 4, 1932 No. 21

EDITORIALS

WHAT OF THIS NEW YEAR?—If we could have fulfillment of our wish that this may be a happy year for every one of our readers—canners, machinery-supply men, brokers, and all those directly or indirectly connected with the canned foods industry, we would be most happy with you. And if the tasks confronting the industry are tackled in the right spirit, in the new day which 1931 produced and forced upon us, when the closing days of 1932 come upon us, you may be able to look back and say it was a happy year. As you read you think about business, as everyone does, and wonder if it will be a happy one, and that is exactly what we have in mind, in saying the above. Changes are being forced upon us which will make us happier, once we have become accustomed to them, for many of them are decidedly to our advantage, though they may seem bitter now. The old easy, soft days have passed, and thank God for that, because that means the end of rotting and decay and the beginning of that stronger, more manly, more vigorous time which builds and makes fine everything which real men have to do. The expert ballyho artists at Washington have coined and put into the mouths of our leaders one expression that we could wish most heartily would become a reality during this new year, and that is "rugged individualism," the muscle, brawn and good-right arm courage that used to stand for Americanism, and which built our great industries, and built them upon honesty and fair dealing. If that could come back it would quickly drive back into the swamps and wilderness the oily-tongued snakes that have passed in recent years as good business men—the slick and the tricky, the conscienceless trader who guaged his morality upon the degress of success with which "he got away with it."

The year 1932 will call for more real masculine manhood than we have seen for many years, and if it will act as it used to act, we will soon see a cleaning up of the things which now are hurting us and all business. Adversity always brings the real American to the fore, and when he gets into action, he gets results. He will shake the nation into clear thinking and decisive action, and drive the wily, slimy politicians and quacks who have fattened upon the intertia of the people, out into the open and kill them off for all time. It is a huge task and a formidable one which confronts the worth while of the nation, but they are equal to it, and it is our prediction that you will see it done this year.

The first task, and one which should be done immediately, is to notify every Senator and Representative at Washington that tax increases will not be tolerated, but on the contrary that taxes must be heavily reduced. Every man in this industry ought to get off such a telegram at once, to head off the intended move they have in mind to perpetuate themselves and all their henchmen, their bureaus and pet policies for years to come. They must be made to understand that they must reduce the numbers of their forces and the rates of their pay—not six months from now, but now. If the country does not move promptly to this, the laws will be passed, probably within this month, and the yoke will be forced upon us. And as Merele Thorpe, editor of "Nation's Business," the journal of the Chamber of Commerce of the United States, says in the January issue, if they do that revolution may result. He said men are inclined to write "revolution" into their New Year's resolutions. It is a desperate time when this country must face such an eventuality; and it must be avoided; and the way to avoid is to tell your Representatives, in no uncertain tones, that tax increases must not be ordered by new laws.

And the mask must be snatched from the hypocritical proposition to vastly increase public improvements—the expenditure of billions of dollars in public improvements on the plea that these will help unemployment! And this truth should be brought home to every state and city, for this same foolishness, and worse, is being advocated—and actually put into force, in many if not all sections. Use your brain for a moment:

How much help does the building of a $5,000,000 new Postoffice, Government building, new roads or

what would you, so far as the unemployed are concerned? If fifty men worked upon such a structure it would be the limit. But it does make orders for the concrete makers, the stone cutters, for some structural steel, etc., and so indirectly there is some benefit; but it is utterly out of proportion to the added burden placed upon all the people in this addition to the public debt, and in the taxes resulting. If a man or firm had the ready money to erect a new building—factory or what not—this would be the time to do that; but is there any one of you business men who wold advise a firm, facing bankruptcy, to go out and borrow money to do that building? Of course you would not. And if the good business man cannot do it, how can the government, which is today a billion dollars behind its ability to pay, and faces a two-billion or more deficit next year? Even today it is borrowing and borrowing to meet its obligations—and mind you doing this borrowing in the face of absolutely certain reduced income from usual sources—and then they advocate further and further loans, running into the billions, as if they expected to dig themselves out of the trouble through the bottom.

They used to call our government operatives, "public servants," but as it stands today the servant has become the master. The Government is not insolvent, but it will be unless the people speak in a very plain and meaning voice, and wake these dreamers up. They never think to wipe out the numerous unnecessary and expensive bureaus with their hordes of salary drawers; they never think to reduce the expenses of the governments a penny; they just think of how to squeeze more and more money out of the people to keep everything with them as it is. And they will never do it unless you speak.

Remember that only a few years ago it seemed an astounding thing—even to Government men—that Government expenses had crept up to one billion dollars per year; and now an expense bill topping five billions per year is taken as a matter of course. History repeats itself, and it might be well to remind you that it was just this same condition which brought about the French Revolution, and other revolutions—the grinding down of the people to squeeze out their last dollar in taxes.

Necessity surely compels: that every department of the Government be stripped to its skeleton, retaining only the primarily essential, the original single function of that department. That goes for the army and the navy, the customs service and every branch of the government, and in some instances a complete wiping out, such as the Prohibition Department which has proved to be not only a useless and terrific expense, but has shut off a quarter of a billion dollar income, needed by the government. Every business man has been forced to such strides as this, and will be still further forced during the early months of this year, and if you have had to do that, how can the governments, National, State and municipal, expect to escape? Our Government is merely the largest business in the world, and it therefore needs the finest kind of business handling. And if political handling represents that—at least such political handling as we have had in the past ten years especially, then we are all "wet", have been barking up the wrong tree, have wasted a lot of words, paper and your time, and we apologize.

Mud-slinging, and fault-finding do no good; we are faced by a condition, and we like to think that the American business man is able to meet it; and what is more, is able to make the Representatives that he has sent to the seats of Government and been paying handsome salaries for their services, do the proper thing to bring us through our troubles. But if the American business man remains dumb, and continues to "let George do it," the mess must become worse, and we will be in real trouble.

And that is why we appeal to the manhood of the business man to act and act quickly. This means you, and you and you; that you should wire your Senators and Representatives that they must not vote for the increase in taxes as now proposed, nor for the appropriations for unemployment. If you prefer writing, do so, and send them a copy of this. Unless you act quickly, you will pay, and pay heavily for it.

That would be good work for the New Year!

SET THE ALARM CLOCK

By The American Housewifes Bureau

IF you are twenty-five years old, you have fifteen years to sleep before you die. If you are forty, you will sleep ten years. If you are fifty-five, you will sleep five years. Scientists say so—it must be true.

But don't do all of your sleeping at one time—or you may wake up a bit older, like one Mr. Van Winkle. You may wake up to find that a whole lot has happened that you might have cashed in on.

If you "keep store," for example, either at the wayside crossing, or on that corner where the elevated crosses the surface line which crosses the subway, you may find that there are a number of new things on the market which your customers are going elsewhere for, just because they have never seen them on your shelves. And that hoary alibi "we have no call for that" doesn't register—certainly not on the cash register.

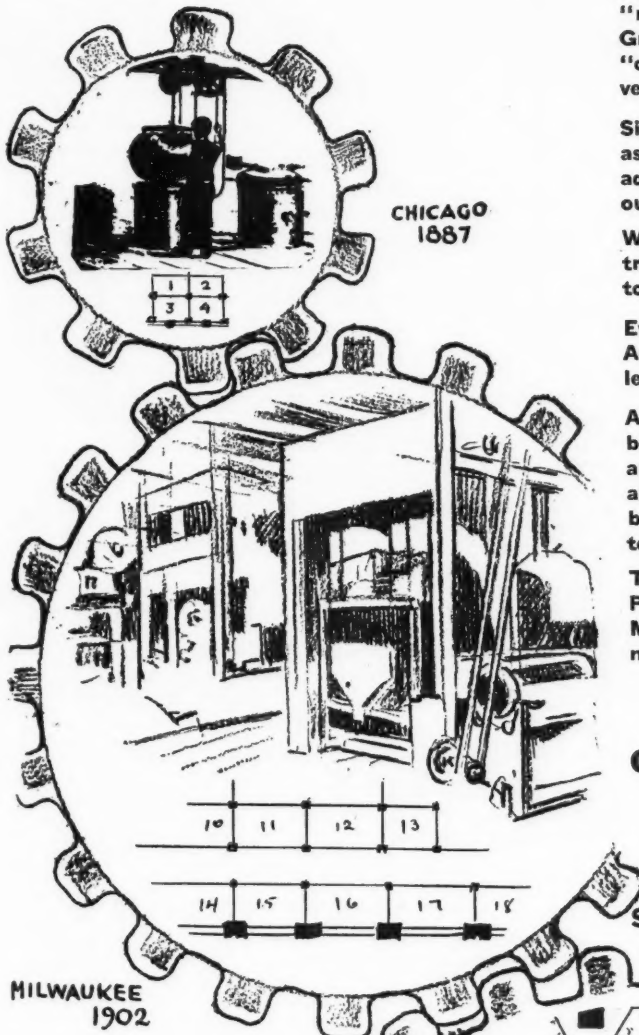
Supposing, for instance, a customer asks for a can of oven-baked beans and a can of Boston brown bread. A logical enough demand. You hand over the well-known baked beans but reply "We have no call for brown bread in cans." Does the subject end there, or having had the call, do you order some canned brown bread and display it prominently with your baked beans, and see if you get more calls?

Make a similar test of such canned vegetables as Brussels sprouts, okra with or without tomatoes, vegetables for salad, sweet potatoes and Irish new potatoes; such fruits as seedless grapes, red pitted cherries which are unsurpassed for pies, Texas figs, gooseberries, quince and wine fruit salad.

Even though your salmon and sardine sales keep soaring, remember they are "not the only fish in the sea." Consider clams—Little Neck, mixed, razor, clam cakes and clam juice; and also Finnan Haddie, deviled crabs, mackerel and shad. The progressive dealer knows also that meats, soups and ready-made entrees are constantly adding new good things to their number, and that nowadays you can buy ready-to-eat foods in cans ranging from a bona-fide hamburger steak to a one-dish meal of Hungarian goulash or Irish stew.

Things move so swiftly, in fact, in the field of foods, that when you shut your eyes to take some of that fifteen years, or ten years, or five years of sleep which is coming to you—unless you want to miss other things that are coming to you—it's an excellent idea to set the alarm clock.

The Wheels of Canning Progress



Forty-seven years ago a handful of men gathered around a "new-fangled" piece of machinery in the lobby of the old Grand Pacific Hotel in Chicago. They were viewing the new "canners' retort" for the first time. This was the first convention of the Canning Machinery & Supplies Association.

Since then we have officiated at the birth of many a new association, because each has had as its chief motive the advancement and betterment of the industry which provides our livelihood.

We are proud of our Association, the oldest one in the industry, and of the fact that we have reached out a helping hand to other organizations as they have come into being.

Every year, since that Chicago Convention in 1885, our Association has gathered together to discuss common problems and assist in the general good and welfare of the industry.

And because of the really worthwhile exchange of ideas, because of the importance of labor-saving canning machinery and supplies shown at these annual conventions, the attendance has mounted steadily year by year. This year, there will be held in Chicago the greatest exhibition in the entire history of the industry.

This is a Convention you cannot afford to miss. Canners, Packers, Brokers and Merchants will be there—and in the Machinery Halls, the finest exhibit of up-to-the-minute machinery and supplies ever shown.

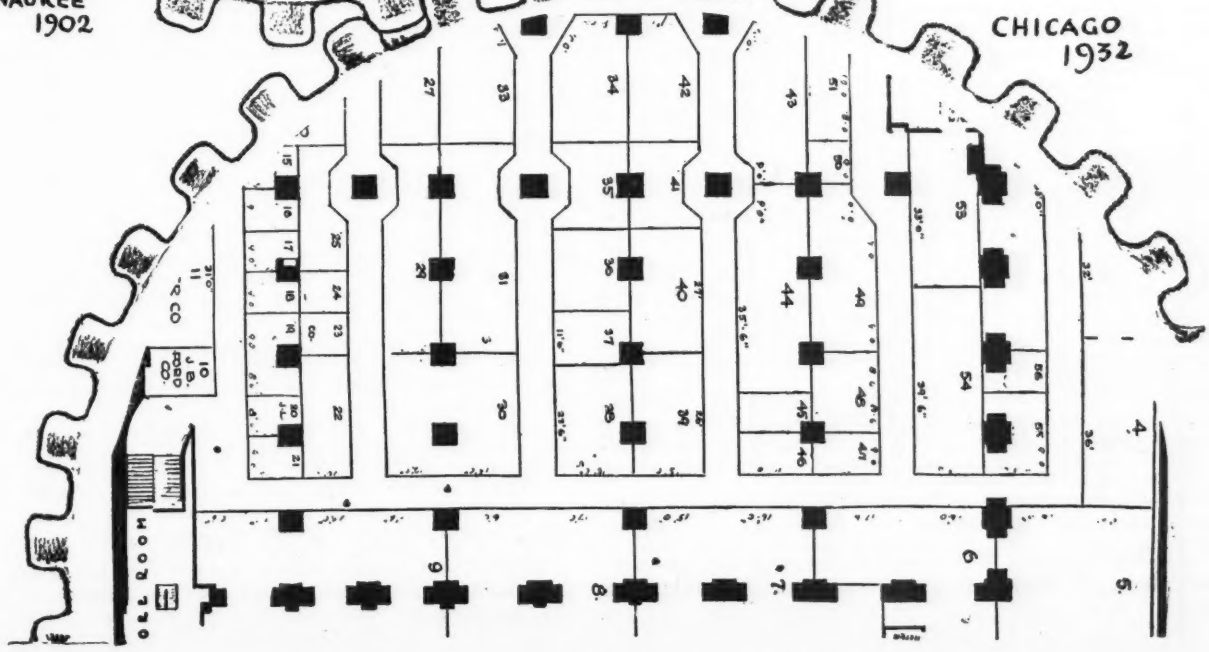
Plan now to come!

Canning Machinery & Supplies Association

CONVENTION

January 25-29, 1932

STEVENS HOTEL **CHICAGO, ILL.**



Annual Meeting Tri-State Packers Ass'n

Lord Baltimore Hotel, Baltimore, Md.
December 16 and 17, 1931.

(Continued from last week)

President Dulany then called upon Mr. Frank M. Shook to lead the round table discussion on common sense cost accounting.

COMMON SENSE IN COST ACCOUNTING

By Frank M. Shook

IN air line is the direct, shortest possible distance between two points. It knows no detours, permits no off side adventures. Short cuts are not possible.

Cost Accounting is just as definite. Tolerates no detours. Attempted short cuts end in confusion and embarrassment to the short cutter.

Cost Accounting is a record of things that have occurred. Failure to record an occurrence in no wise eliminates it. Buy a new automobile, use it a short time, and then if you try to sell it you find something has occurred that very much affected its value. You made no book record of what happened, but the depreciation was there just the same.

Every day your partner in business "Father Time" is cutting slices of value from your buildings, machinery, utensils, equipment, livestock and what not. Common sense accounting would be to record these definite and positive events.

Common sense bookkeeping requires the recording of two classes of accounts. First, a record of actual expenditures of money and time. Under the heading are all those accounts known as direct costs and include every other item of actual expense plus a fair valuation for the time devoted to the business by the misguided soul who does not charge any salary for himself.

Most any manager of a business should be worth his board and clothes to his business. If not, his business has the wrong manager.

Seriously, at least as much salary should be charged as a fairly good substitute would demand.

Second: a record of what Father Time does to your property. Under this heading occurs losses due to wear and tear, depreciation, idleness, age, inadequacy, and general unfitness of the machinery and equipment to do the work intended. As an illustration improvements in machinery are so rapid that few if any machines are actually worn out, but as a matter of fact are replaced by new ones of so much better efficiency that it does not pay to use the old.

Juggling Accounts—I have watched with mixed feelings of wonder and delight the tight rope artist skipping and dancing back and forth on a rope, but he is handsomely paid for doing so. I notice too ordinarily this artist walks on the ground or floor even as you or I.

In stress of competition we too attempt bits of juggling with our cost accounting while on the tight rope. We attempt all sorts of deductions to justify underselling our competitors.

We omit salaries, ignore this and that, soothing ourselves into a state of mind where we actually believe we can produce cheaper than the other fellow. How noticeable it is that this switching about of costs—this non-salary plan, this shouldering of overhead from one product to another, is almost without exception an effort in extenuation of under selling. How much better that the actual records appear in our costs sheet.

The recording is as inexorable as day and night. You have no choice except as to where the record shall be made. On your books if you will. Otherwise the wrinkled brow, the seamed face, the burdened back must carry the record as an open book to all, even including your banker.

Mixed Business—Many complications arise in the apportionment of certain charges among different commodities packed by the same company. Here again there is found occasionally a tendency to lighten the burden of cost on a weak product and saddle the excess on a better paying one.

Farming Operations—When canners engage in growing a part on all of their raw stock, opportunity is even greater for misapplication of cost items. Certainly no wizard in cost accounting is needed to outline a farm cost system that will present a correct picture of the actual cost operating the farming adventure.

Be fair to yourself and charge the farm with all that "FATHER TIME" is doing to it, to buildings, livestock, fences, drains, roads, machinery and equipment.

Another item of overhead that some are prone to omit is salary for supervision. It is absurd for a canner to spend months of his time looking after farming operations gratuitously. Be as honest with yourself as you would be with others. Charge all those elements of cost to farming that you would if you were growing the crops for some one else on a Cost Plus Basis.

Finally having grown the canning crops and delivered them to your plant, of course your canning operations should be charged for them at the prevailing prices and the farm credited accordingly.

Accountancy, the art of recording costs, is a fact finding operation.

Facts are sometimes hard to face, but faced or not, they remain there still.

A man who juggles his cost records in order to justify underselling, might be likened to the shrewd motorist who when he came to a sign reading "Road Closed. Bridge Out. Detour" merely changed the sign to read "Road Open—Bridge In," and drove serenely to destruction.

President Dulany then asked if Mr. Charles G. Summers, Jr., President of the Pennsylvania Canners Association, was present and he was not.

He likewise called upon Mr. William E. Lamble, President of the Baltimore Canned Foods Exchange, nor was Mr. Lamble in the audience.

CORN

PRESIDENT DULANY reminded his hearers that the Tri-States were not solely interested in Tomatoes, but that canned Corn constituted one of its very considerable products, and he asked the Convention to listen a moment to Mr. Ralph Cover, who had set up a very extensive display of canned corn in the adjoining room, and wished to invite the Convention to examine it.

THE CORN CUTTING DISPLAY

Following the meeting, there was a cutting bee of one hundred and sixty-two packs of whole grain corn. It was announced that over 99 per cent of the commercial packs from the states of Maine, New York, Pennsylvania, Maryland, Delaware, Virginia, Tennessee, Ohio, Indiana, Illinois, Iowa, Minnesota, Michigan and from Canada were represented. There were eighty-six packs of Country Gentleman and Shoe Peg corn; forty-one packs of the Yellow corns, and thirty-five packs of the Straight-row white corns, consisting of Stowell's, Hickox, Narrow Grain, Red Evergreen and Mason's Favorite varieties. Fifty of the packs were hand cut and one hundred and twelve were machine cut. Fifty-four packs were selected ear packs and one hundred and eight were field run packs.

In addition, were packs indicating the effects of cut, the effects of different brine contents, the effects of washing corn after cutting, the relative effects of hand and machine cut, and the difference between field run and selected ear packs. These comparisons were made between packs made under identical operating conditions.

The discussion finally concentrated around the question of whether corn should be washed after cutting, and three local packs were the chief center of attraction because of their disclosures on this point.

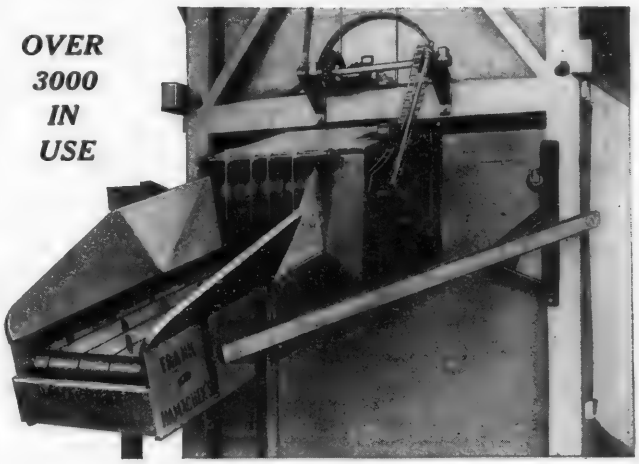
The cutting bee was held by The United Company as one of the open preliminary studies in the TUC Analysis of the whole grain corns of the country.

Next President Dulany called upon Mr. Joseph N. Shriver to present the new proposed Future Contract for Corn, and Mr. Shriver did so. Practically every corn canner in the United States has been acquainted with this proposal and has a copy of the tentative future contract in front of him through the efforts of Mr. Thomas E. Dye's Corn Canners Institute. It is, therefore, not necessary to reproduce this contract, nor to

An Ideal Viner FEEDER with Distributor

On Every Viner Is Economy

OVER 3000 IN USE



PATENTED IN U. S,, CANADA AND FRANCE

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamachek Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

FRANK HAMACHEK MACHINE CO.

Kewaunee, ESTABLISHED 1880 INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS

AYARS Latest Model
New Perfection

PEA and BEAN FILLER

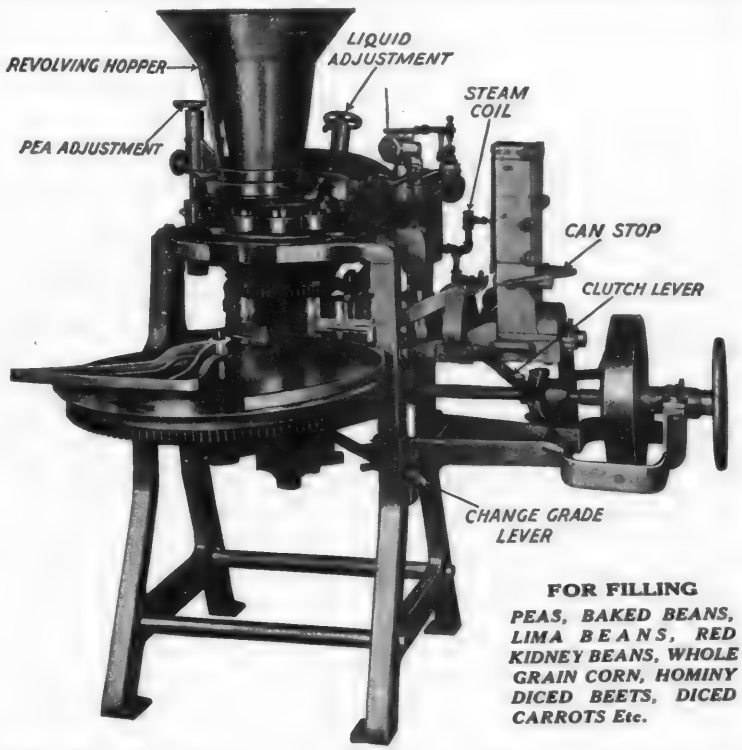
Only Filler on market with slowly revolving Hopper.

Hopper revolves slowly in opposite direction from the way filling pockets revolve insuring absolute uniform fill.

No-Can-No-Fill attachment that works perfectly.

Fills all grades, even small sticky peas without any variation in the fill.

Large Brine Tank Insures hot brine at all times.



FOR FILLING
PEAS, BAKED BEANS, LIMA BEANS, RED KIDNEY BEANS, WHOLE GRAIN CORN, HOMINY DICED BEETS, DICED CARROTS Etc.

AYARS MACHINE COMPANY, Salem, New Jersey

go into discussion, which we understand is desired to be withheld at the present time.

This ended the Wednesday Afternoon Session.

The big Banquet and Entertainment followed on Wednesday evening, and will be described after the work of the Association—in other words, after Thursday morning's session.

REPORT OF FIELD SECRETARY

Previous Reports—On April 1, and again on August 1, printed reports covering the work of the Association during those periods were distributed to the industry.

Topics covered in those two reports will be touched on very lightly herein except in instances where continued work thereafter makes further enlargement seem advisable.

Imports of Tomatoes and Tomato Paste—Imports continue quite heavy although it was felt that the duty of 50 per cent would greatly retard such imports. However, it will be remembered that data gathered by the U. S. Tariff Commission in its investigations of the comparative costs of production at home and abroad indicated that a rate of 60 per cent would be necessary in order to equalize the cost of the import and domestic tomatoes to the jobbing trade. It is a matter of record that Canadian No. 2½ cans of tomatoes are selling freely in Canada at 60 cents per dozen. Under the original rate of duty these tomatoes would be on our markets at 69 cents per dozen. The present rate of 50 per cent brings them up to 90 cents per dozen while the rate asked for in petition of the Tri-State Packers' Association, 60 per cent, would bring the Canadian No. 2½ tomatoes up to 96 cents per dozen in this country. Imports of canned tomatoes for the first ten months this year were 62,951,-244 pounds as compared with 42,391,493 pounds for the same period in 1930. The figures on tomato paste for the 1931 period were 11 155,658 pounds and for the 1930 ten months 10,366,041.

Can Sizes—Even with the work that is being done toward standardization of packers cans there are still entirely too many sizes. Consideration of a very slight difference in some of the sizes would lead to the conclusion that cans of such slight variations are used as a trick in competition rather than for the purpose of meeting the needs of various size families. In No. 2 cans the regular height is seventy three sixteenths inches but there is a No. 2 special seventy two sixteenths high. Possibly these two cans were made for use in Utah where in the past at least, there have been possibilities of families of 72 and 73 children. Again in the No. 1¼ cans the regular size is 38-16 high while the special of the same diameter is 37-16 high. Possibly these cans are needed for use by younger married folks who have only 37 or 38 children.

Recommendation Food Guaranty—In the report of August 1, comment was made on the form of Food Guaranty recommended by the Tri-State Packers' Association pending an adoption by the Conference Committees of Canners and Distributors of the form acceptable to all parties of interest.

In the absence of any agreed form by these committees the form recommenedd by our Association is still in line. It is hoped that when an agreement is reached due consideration will be given to the fact that the canners' responsibility for storage of goods and physical handling of goods ceases after they leave his premises. We recommend to all our members their alert interest in this matter sufficient to cause them to place before the National Canners Association their views on this subject.

Official Grading of Canned Goods—Many carloads of canned foods have now been graded by the Department of Agriculture under the appropriation made by the last Congress for grading of fruits and vegetables either raw or canned. Tri-State canners had the advantage of a grading station at Easton, Maryland, in addition to the head office maintained in Washington. Just how well this service was patronized by our canners is indicated by the fact that more than 400 lots of samples were graded at the Easton office. This service is of such importance to the industry that we have asked Paul M. Williams of the Department to describe fully to our convention the results of such grading.

McNary-Mapes Standards—Our canners have now had one season's experience in packing peas and tomatoes under the official standards promulgated by the Department of Agriculture by authorization of the McNary-Mapes Amendment to the Pure Food Law. As might be expected, there is quite a division of opinion among canners regarding these standards. Some canners feel that certain requirements are unreasonable and unnecessarily throw perfectly good sound acceptable food into sub-standards class. The Association had hoped to open up this entire subject at the convention by having some one from

If you did not use a **Hydro Geared Grader** this year you will not get as much for your pack as you should.

We will be glad to send you a list of users. It will pay you to talk to them.

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

RENNEBURG'S

Improved Process Steel Kettle

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

PROCESS KETTLE

MADE BY
Edw. Renneburg & Sons Company
OFFICE:
2639 Boston Street
WORKS:
Atlantic Wharf, Boston Street and Lakewood Avenue
BALTIMORE - MD.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

"Bliss" No. 225 Gang Slitters
Eliminate the "Eye-Cut" on Foot Shears

Bliss No. 225 Gang Slitters as built for slitting lithographed sheets are arranged with lithograph gauges which eliminate the slow and expensive "eye-cut" on foot shears, previously necessary. This is just one of the many advantages obtained by the use of these slitters.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

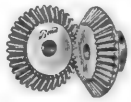
CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts.

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

GEAR, SPROCKETS, TRANSMISSION



Service to machinery manufacturers and the canning industry.

We maintain a large assortment of stock gears and are equipped to furnish sprockets, gears, and silent gears on short notice.

SLAYSMAN & COMPANY
Manufacturers of Industrial Gears.
801 E. Pratt St., Baltimore, Md.

COLONIAL BOY COPYRIGHTED

Pedigree Seeds

Of course, you know whose seeds these are. We have advertised this slogan for so many years that like our other slogan "Seeds which Succeed" is known by everyone. We can call them Pedigree Seeds as they come from a long line of Pedigreed ancestors, seeds which have been selected carefully for 147 years. If you need any seeds of any variety, of any quantity for fall shipment or after the 1931 crop, write us and let us quote you.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

the Department of Agriculture discuss the standards on tomatoes and peas. However, we were unsuccessful in getting a speaker from the Department and will await such guidance as the members may wish to express at the convention through its resolution committee.

Effect of Blanching and Processing on Canned Peas—Through the assistance of Mr. LeRoy V. Strasburger experimental packs of peas were put up in several of our pea canneries this year. These samples will be retained for observation and demonstartion at the Spring Meeting of the Association. It is recommended that plans for the continuation for this work be made as the work so far indicates definite results may be obtained. Unquestionably both the length of time and the temperature of the blanch are direct factors in affecting the quality of the pack. Likewise, the time and temperature of processing are factors to be considered in packing peas to meet the requirements of the McNary-Mapes Standards. Furthermore there is need for a close study of the relationship of blanching and processing. All the above emphasizes the importance of the continuation of these studies for a sufficient length of time to arrive at definite conclusions.

Standards for Tomato Products—The desirability of storing tomato products under the Federal Warehouse Act has been called to the attention of the Department of Agriculture and consequently the Department requested the Association to appoint a Committee and advise it in the formulation of standards.

Marketing Conditions—Our inability to remember details magnifies the present situation. "The Day of Grief is a poor Eminence from which to View the Glory of the Morrow." It is a matter of history that we have come through depressions in the past, the present one being the fifth in the past thrity-one years. The previous century recorded seven great depressions all of which extended over periods of several months, all presenting identical problems to those facing us today. I have no suggestions to offer as a remedy for the present situation other than the belief that experience gained in the previous periods of depression should offer a guide to direct us into the things that should be done and away from the things that should not be done. We have forgotten that in August, 1921, the best railroad bonds were selling at many points under the present figures, that the cost of new financing was almost prohibitive, that the best companies were raising money by selling bonds bearing from 6½ to 7 per cent interest. How many remember that the Bell Telephone Company of Pennsylvania was putting out such bonds in 1921, and that the steel industry was operating at only 18 per cent capacity; that copper mines were shut down and employing only caretakers; that it was freely predicted that the Ford Company could not avoid a receivership; that Wall Street houses were cutting down their forces and sentiment in banking circles was so timid that the Comptroller of Banks stated publicly that the hoarding of cash by banking institutions was as detrimental to business interests as over expansion. I am sure we have forgotten that there ever was a time in this country when interest rates were bid up 360 per cent. In spite of the pessimism that prevailed in August of 1921 there was a sharp rise which took the financial community unawares. By September pessimism had been displaced by genuine hopefulness. In a period of eight months stocks regained 90 per cent of their losses suffered in two years of depression. Idleness gave way to employment and in Detroit there were more jobs than workmen. Auto production and sales doubled, railroads returned to dividend basis, steel production climbed to 80 per cent capacity.

History shows that bankers and economists were the last to realize the change in the situation. As late as 1925 these specialists and statisticians were still unconvinced, although each week revealed new earning records by the business of the country.

Shall we not hearten and realize now just as we did during the previous depression that the statistician and economist. like the man in the laboratory, will not hazard a conclusion based on one experience whether it be a laboratory experiment or a year's upswing in business.

Buying Canning Crops on U. S. Grades—Tri-State Canners have at last joined in the modern method of buying at least a part of their canning crops on a scientific basis. It is probably too early to predict the doom of the old fashioned hap-hazard method of buying products field run regardless of the relation of quality between the various loads. Undoubtedly one of the most interesting features of our program this year will be the report of specialists from Delaware and Maryland relating experiences in 1931 on buying tomatoes on the basis of U. S. Grades. While Maryland was among the earliest pioneers in starting this movement, our canners shied off after the first year's experience, but the favorable reaction in other states together with the requirements for better stocks arising under the McNary-Mapes standards made it desirable to revert to this method of buying raw stocks. It is not too much to hope that the near future will find this plan being used in the purchase of other canning crops.

Market Reports—The weekly market report continues to furnish a valuable fund of information to our members. The importance of these reports is emphasized under the present hand-to-mouth policy of distributors in buying their supplies. Members are requested to give this service more attention and those who have not been reporting heretofore are urgently requested to do so. This office can only reflect reports that are sent in by the members.

Stabilization—During periods of depression we are wont to rush to the printed page with our own pet schemes to stabilize our industry. Going back to our newspapers during any of the past periods of business depressions you will find whole pages devoted to cure-alls and plans for stabilization of the entire business structure of the country. Reduced output, orderly marketing, proper financing, advertising, fullest information of production and supplies, trends of distribution and many other phases, all, however, centering in the basic law of Supply and Demand are over emphasized at such times as these. They are each one of great importance and deserving of our best study at such times. What was nicer in our childhood days than a smooth hill of fine snow and a good sled, then the enjoyable sensation of coasting down a long hill. This was always predicted on our ability to climb back up the hill. The weakest of us was good at coasting down, the strongest excelled in climbing back. We have coasted a long way down the hill, by our united efforts we can climb back again.

Cooperation With Agricultural Colleges—All phases of production problems in connection with canning crops are thoroughly handled by our Agricultural Colleges. The closest cooperation and the finest felling is enjoyed with the Colleges of each State which all means quite a lot to the Agricultural and Canning interests.

Bacterial Canker—Warning to Tomato Canners and Growers—The following letter from the Univesrity of Maryland calls attention to the necessity of careful selection of tomato seed.

To Maryland Tomato Canners:

A serious tomato disease, known as Bacterial Canker, is present in Maryland this year for the first time to any extent. It has been found in Worcester, Dorchester, Talbot, Caroline Kent, Anne Arundel, Montgomery, Carroll and Washington counties. The losses in most cases have ranged from 25 to 50 per cent of the crop.

Bacterial Canker causes a withering and dying of the plants, accompanied by a discoloration and rotting within the stem and branches. The stems may crack, forming cankers. The disease is probably most noticeable about the time the first fruit is setting. Later in the season small white spots may appear on the fruit.

The disease may be seed borne. In many cases it has been brought in with southern plants. It has not been proved that the disease will live over in the soil in Maryland, but land should be rotated as a possible control measure. Most of the cases in the State have been traced to the use of infected seed.

Every effort should be made to obtain disease-free seed. The disease is widely scattered over the country and little assurance can be given that seed from any definite section will be free of trouble. State certified seed is recommended if there is any doubt of other lots. Don't be misled in attempting to purchase certified seed. Be sure that the packages bear the tag or seal of some State Department of Agriculture or Agricultural College. This disease is really serious.

Very truly yours,

H. A. HUNTER.

Extension Pathologist Canning Crops.

Tomato Seed—The Association has continued its activities in producing high class tomato seed. This production naturally is on a very modest scale because of the extreme care involved in the work. Drastic reduction in the price of both the certified Marglobe and the Tri-State Baltimore (Radebaugh) seed have been made by the Board of Directors for the coming year. These reductions were made, not that the seed was produced any cheaper, but in view of the depressed condition of the canning industry. The new prices are as follows: Certified Marglobe

BUY A MARKET! It doesn't cost you *any more!*

BRANCH: DETROIT, MICHIGAN
WHOLESALE CATALOGUE ON REQUEST

BETTER SEEDS

FOR BETTER PACKS

We Are Leading Growers of

CANNERS' SEEDS

CATERING TO THE BEST IN THE INDUSTRY

PEAS, BEANS, SWEET CORN
TOMATO, PUMPKIN, SQUASH
CUCUMBER, CABBAGE, SPINACH
PERFECTED DETROIT BEET

For Prompt Shipment or Future Contract

The Best Stock of Detroit Beet in America

JEROME B. RICE SEED CO.

Cambridge, N. Y.

$3.50 per pound, Tri-State Baltimore (Radebaugh) $3.00 per pound, less 20 per cent discount to members on all orders paid for by January 15, 1932.

National Advertising Campaign—Again the National Canners Association is conducting a nation wide advertising campaign of the whole class of canned foods. May we suggest that the Tri-State canners make themselves a part of the campaign. Standing aside either in a favorable or a critical mood will not bring results to the individual canner. This campaign might be likened to a freight train passing through the country on its way to the next market. It might go right past a canner's warehouse but unless he availed himself of the opportunity of using it, none of his goods would be hauled to the market. So this campaign now going on, be it ever so wide-spread, will be of small benefit to the individual canner unless he by some means ties up his own product with it.

Traffic Matters—As previously announced the Association has made arrangements through the Baltimore Association of Commerce for the handling of traffic matters for our members. A report of the work done and that contemplated for the coming year will be made by Mr. W. T. Medford at the Convention.

Better Labeling—The ground work for better labeling has been laid by two rather recent enactments of Congress. The Federal Warehouse Act made it mandatory on the part of the Secretary of Agriculture to establish standards for agricultural products where standards were not already established commercially. Under this legislation the Secretary has already promulgated standards for our principal vegetables packed. The more recent McNary-Mapes Amendment authorizes the Secretary of Agriculture to establish a minimum standard. The Standards promulgated under these enactments, together with the grading, a necessary adjunct thereto, brings the possibility of quality labeling to the canner's door step. We believe the time is not far distant when official grades will appear on labels as a guide to housewives in selecting the quality of canned foods desired.

Short Course—The canners short course, begun three years ago, has gained in popularity and has opened a splendid opportunity to canners and fieldmen for an intensive study of production problems, relating to canning crops. We trust our Convention will go on record requesting our State Colleges to continue these short courses.

Renewal of Federal Licenses—We are advised by the Department of Agriculture that it will not be necessary for canners to renew their Federal License for 1932 until they begin operations. The Department also states that "Beginning Operations" means contracting of canning crops acreage for 1932.

Under this ruling canners may delay application for renewal of their license until the time of year when they begin contracting acreage. Those who buy all their products on the open market need not procure their license until they are ready to begin buying. Those who grow all of their own products do not need a license.

In view of the fact that the Department of Agriculture did not intend to include canners in the licensing law, this Association has requested our Senators to have the law amended so as to exclude canners from its provisions.

(*Continued next week.*)

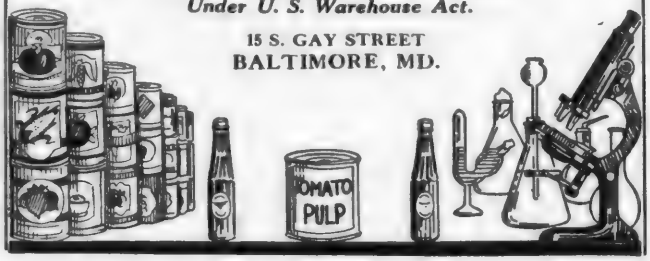
STRASBURGER & SIEGEL

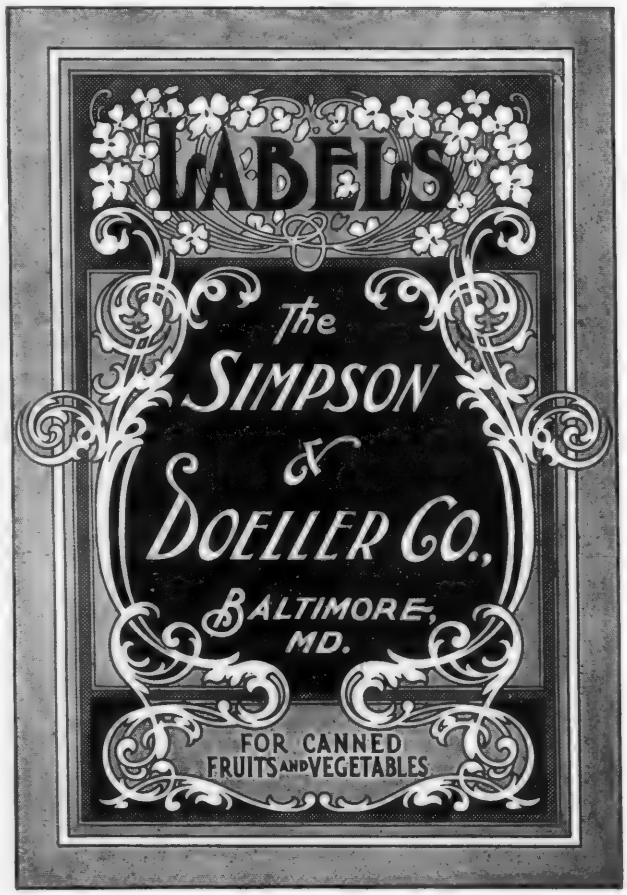
Consulting Food Chemists and Bacteriologists

Grading under the McNary-Mapes Amendment

Licensed Graders of Canned Foods
Under U. S. Warehouse Act.

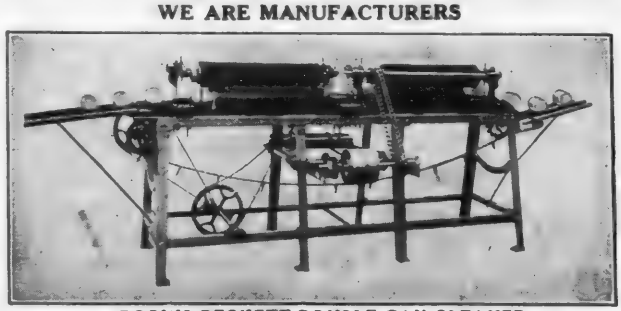
15 S. GAY STREET
BALTIMORE, MD.



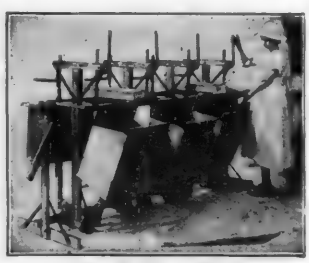


WE ARE MANUFACTURERS

ROBINS RETORT



ROBINS-BECKETT DOUBLE CAN CLEANER



McSTAY-ROBINS BOX SEALERS

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* **Write for catalog** **HARRY R. STANSBURY,** *Vice-President*

We Took the Bull by the Horns!

YES, we just naturally got mighty tired of the "repression" and decided that the thing to do was to "take the bull by the horns"—clear all the expense possible out of our costs by putting all our production under one roof; and equip the plant under that roof with every available labor saving and cost reducing piece of equipment we could buy.

THE Result—Lower prices to you for better canning machinery than ever before and a chance for us to make a small reasonable profit *even if small volume business continues indefinitely.* But it won't, You know what will happen. It's almost inevitable. Volume will grow and grow naturally because of lower prices and higher quality. It just always does. We'll be the gainer in the next boom and so will you because nothing can take away the "edge" this low cost program is putting into our business.

CONSIDER what a similar program might do in your business. There never will be a more logical time to rejuvenate any business. We all know the canning industry is not only sound but *indispensable.* It's future is assured.

YOU can lick the depression, and get a long jump on the other fellow, too, by planning to re-equip now.

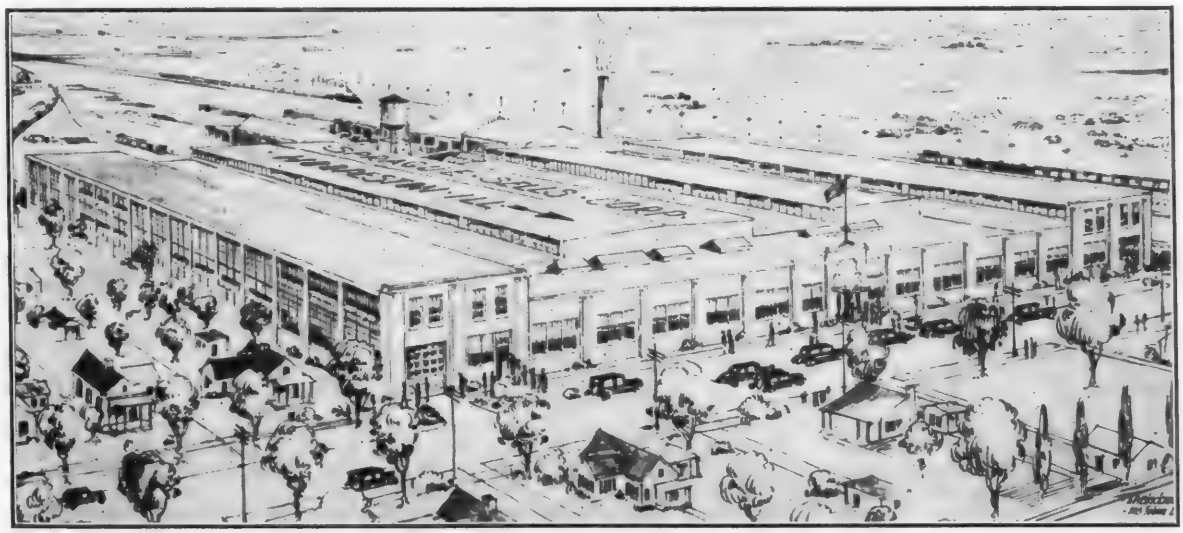
LET us figure with you. Let us turn our engineering department loose on your problem. Boy, they've just done a wonderful job for us and they're just itching to do the same for you. Your dollars will go a long, long ways farther today.

OBEY that urge. Write us now.

Sprague-Sells Corporation

Div. of Food Machinery Corp.

Hoopeston, Illinois



Architect's drawing of

NEW SPRAGUE-SELLS PLANT, HOOPESTON, ILLINOIS

Where all Eastern Production will be combined

A MODERN, HIGH-GRADE, LOW-COST FACTORY

Better Profits

CHRISTMAS and New Year's Day have passed until twelve months more have added themselves to our calendar.

While the temperature is very unseasonable as this is being written, probably by the time it is printed we will be having more winter like weather.

A good time is here during which to take serious stock of what we will try to do in 1932 toward increasing the profitable sale of our packs.

This department has advocated many times that you ask visitors to look your plant over during the canning season. This is a good time to invite visits from those who will have the most to do this year in helping you to dispose of your output.

If you sell largely through brokers, now is the time to have them offer their most carefully thought-out suggestions as to how you can best work together in the New Year.

It's a great plan to visit them in their offices during the active sales season but there you are interrupted by the many demands made on the average broker's time. You are busily engaged in seeing your customers while visiting your broker; if in a large city you are bound to be entertained during the evening and soon you feel your trip must be continued to other markets. Not a great deal of constructive sales planning can be done while you are visiting your brokers.

This is too bad! Not a broker in the United States who is worthy to be your representative is unable to give you wise sales counsel. Not a one can be found who is not willing to help you all he can with suggestions for your mutual benefit. The trouble in the past has too often been that when together you have been so busy selling you have not given all the time you should have given to planning for the next year's business.

Write at least from three to five of your leading brokers, ask them to visit you for two or three days at your expense.

Plan to put them up at the best hotel in town, arrange one evening or two for their entertainment in your own home at dinner or otherwise, as you may feel fit, but schedule your working hours for conference with them in your office.

Open up to them as you have never opened up before; tell how well or how poorly you have done in 1931 from a financial standpoint.

Arrange to keep notes of all discussion no matter how trivial, be sure, as time passes, that you inform all those present just how you have finally arranged or not, to attempt at least to carry out the suggestions which will certainly be given you.

Get your factory superintendent to have ready in your office samples of all shipping containers you are using or are planning on using this year.

Clear off a desk or table and set one of these shipping containers on it after you and your visitors are ready to get down to the serious business to be expected from your meeting.

Tell them you want all the constructive suggestions they can give you as to how the shipping container you are using can be improved from a sales standpoint. You may be told the case is too light, or that it is heavier than necessary.

If you are not utilizing your shipping containers for the carrying of a sales-message to many consumers, a plan may be given you that will enable you to do this.

If you are already printing some sales slogan on the carrying cases, another may be thought of that will answer your purpose much better.

When you feel you have drained dry the subject of better carrying cases from the standpoint of your Brokers, let the matter rest for a time and get into the matter of complaints.

Ask your visitors to be perfectly frank with you, frank to the point of putting themselves in your place as shippers.

Probably here you will uncover a lot of talk about the prices you have changed for your goods in the past, and will no doubt be told a great deal about the scale of prices at which your brokers feel you should plan on disposing of your pack.

Listen to all this, of course, but point out that the price you ask is really immaterial if the quality you offer and the service you can give is exceptional. Then point out you have asked your friends to visit you in order that you may if possible so improve your whole setup that it will be lifted a little at least above the ruck of price competition in the future.

Clear the shipping cases out of your office and next set out all the labels in your stock. Have them on cans of course, show all the sizes and varieties in your label room.

Preface your label discussion, if you wish, with a statement of the approximate amounts you have in stock and the money they represent.

If you originated some or all of them, tell of the thought you wished to express when the labels were designed and approved.

Getting into the label conference you will first consider the brand legends you are using. If you call your cherries Sweet Mary brand because some sweet lady whom you knew years ago named Mary, tell your confrees just this.

If the label was designed by some label house, tell that as well.

Then ask again for a free discussion of your labels, one by one.

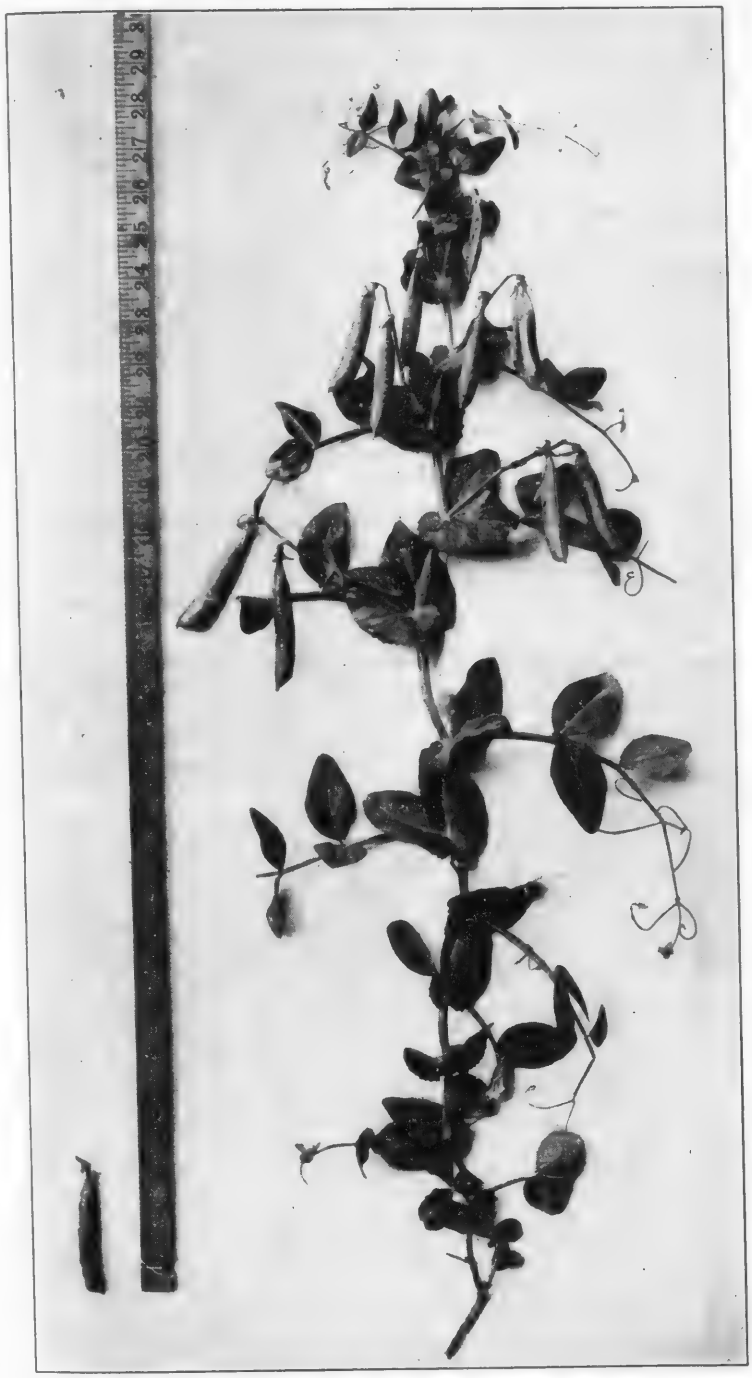
To guide this somewhat, you may follow this order of consideration:

BRAND NAME: Is it appropriate? Does it tie up with the product? Is it properly displayed, will it fix itself in the consumer's mind?

COLOR OF THE LABEL: Are the colors used appropriate, do they blend or clash, do they cause your label to stand out from others and at the same time express and idea of quality?

BACKGROUND: Does your label allow for sufficient blank space so that the whole does not give the impression of an over-crowded attempt to use up the surface of the label?

"A matter of Good Breeding -BLOOD TELLS."



In breeding this new strain, we had certain definite aims in mind:

To produce a strong vine, setting its pods well up from the ground, and sufficiently tall to stand the natural "shortening up" of a dry season, while at the same time one which under normal growing conditions would not make an excessive tonnage to pass through your viners; with all this we were striving for maximum yield and evenness of maturity.

The result is before you.

Note the sturdy 28 inch vine.

First pods 16 inches from the ground.

4 pairs of doubles in a 6 - inch space.

8 pods ready to can at one time.

A pea that you will like to pack and your farmers will like to grow.

See us for seed to be grown in 1932.

ROGERS BROS. SEED COMPANY

CHICAGO, ILLINOIS

Breeders & Growers
for
QUALITY PACKERS.

SINCE 1876

ROGERS "E" *or* NEW PERFECTION

PRODUCT VIGNETTE: Does it adequately represent the product in the can? Is it so arranged from an artistic standpoint as to carry an appetite appeal to the consumer?

BLANK SPACE ON LABEL: Is this used effectively for broadcasting a sales message to the consumer? Or is it filled with meaningless cirlecues?

Last night we opened a can of sauerkraut put up by a packer who has a whole line of canned foods. The product vignette was a cabbage, the brand name was given, net contents and the name and location of the packer. Simply these things and nothing more. Over two-thirds of the label space was wasted.

For lunch we used a can of green asparagus with one sales message on the label of the can, but with the background otherwise filled wherever possible with a meaningless fleur-de-lis pattern.

Both labels fell far short of doing all a label can do toward carrying a sales message into the home.

If you have never conducted a sales conference such as I have described, hold one and you will be surprised at the benefit to be derived from one.

If in the past such meetings have been part of your sales program and have been allowed to lapse for any reason, hold another this spring.

If you are employing direct saelsmen or were to employ them, you would certainly take advantage of every suggestion they could make for the improvement of your sales and that you could introduce into your sales program.

Be no less eager to take advantage of the valuable suggestions to be had from your brokers.

But make an occasion of the affair, hold it in your office and keep notes of all that transpires.

Then put into effect all that you can of the ideas you obtain from such a meeting.

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

MADE BY
ZASTROW MACHINE CO. INC.
1404-1410 THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

A NEW SEED COMPANY APPEARS

HERE is an announcement, that has just come in:

"On January first of the New Year of 1932 there will be born the Continental Seed Company. New to the world in the matter of years, yet created by men old in the matter of service to the seed and canning trades, and long experienced in the functions they will seek to perform.

PERSONNEL

D. D. Rowlands, for twenty years associated with and President of the John H. Allan Seed Co., and for four years a Vice-President of the Associated Seed Growers.

Charles P. Guelf, for forty years associated with and Sales Manager of the Jerome B. Rice Seed Co.

D. Smead Berry, for thirteen years associated with the Jerome B. Rice Co. and in charge of the breeding work of Rices's very famous strains of seeds.

Harry M. Hedges, W. R. B. Steele, George H. Nieman, Earl J. McWhorter, C. A. Skellie, and others for many years associated with the Jerome B. Rice Seed Co.

Production—The personnel of the department; plans of production; location of growing areas of different specie; parent strains of stock seeds will be substantially the same as have been proven by many years in serving critical trade.

Trade—There has been a feeling of need in the trade for a better source of supply for the wholesale merchant, a source which will not interfere with the retail and trucking trade, and may be depended upon year after year for quality merchandise on a nominal cost basis.

It will be the aim and purpose of the Continental Seed Company to serve this need with seeds of a known and proven superior quality, and to breed and supply choice and dependable strains of seed for use in this and the vegetable canning industry. To develop and offer to the trade new strains and specialties of real merit.

Location—The business of merchandising has undergone great changes along with the increase in transportation facilities until the dealer today wants stocks carried at a point accessible to him for quick service.

The selection of Toledo, Ohio, as headquarters has been prompted primarily by this need. Twenty-four railroads, water transportation and liberal truck delivery serve Toledo's industries.

The Continental Seed Company will aim to carry ample stocks throughout the year and, so far as possible in the seed business to give immediate service.

General—By the first week in January, 1932, it is expected to have stock on hand at Toledo and be ready to fill orders on substantially the entire range of garden seed.

Representatives will call upon the trade during the winter months, soliciting both spot business and future contracts.

Give them a hand, boys! They need it and you will be pleased with the service rendered you in return for it.

CONTINENTAL SEED COMPANY,
Toledo, Ohio, U. S. A.

B-K *Wilt Resistant* Alaska Peas

Canners:

Eliminate LOSSES from PEA WILT by using B-K WILT RESISTANT ALASKA SEED.

FIELD experiments in Maryland and Wisconsin show our improved strain of Alaska seed to be 100% Resistant to Wilt, High Yielding and Uniform Type.

FACTORY canning tests prove B-K WILT RESISTANT ALASKA SEED produces Fancy Quality in the can.

TESTED in both field and factory B-K WILT RESISTANT ALASKAS are proven Superior in Yield, Type, and Quality.

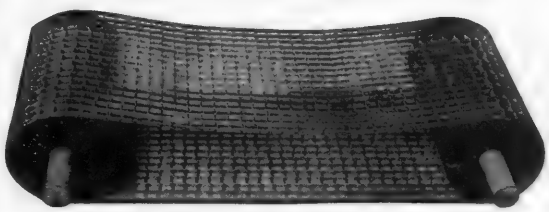
Book *your* order now or see us at the National Convention, Chicago, Room 1539 A, Stevens Hotel.

FIELD and FACTORY TESTED SEED PEAS

Brotherton-Kirk Seed Co.

Bozeman **Montana**

HERCULES Sanitary Flexible Steel Conveyor



Used by Canners for every purpose: on sorting tables, scalders, washers, exhausters, etc.

Made of best galvanized ribbon steel.

Standard widths - 12, 18, 24, 30 inches - carried in stock. Other widths, made to order. One inch mesh - also half inch mesh. Strong, durable, labor saving and efficient. Runs smoothly, lies flat and does not climb the pulleys. One hundred percent sanitary.

Made up in one hundred foot rolls, or less. Can be easily taken apart and made into any length conveyor. Extra cross wires supplied with each roll. We know it gives satisfaction - our customers tell us so. Your dealer has it.

Manufactured by

La Porte Mat & Manufacturing Company

La Porte, Indiana

What Canned Foods Distributors are Doing

Government Appeals Decision Granting Packers Revision of Consent Decree—Co-operative Advertising by Independent Grocers Held Potent Factor in Competing With Chains—Willis Speaks on Grocery Trade Problems.

GOVERNMENT Appeals Decision Granting Packers Revision of Consent Decree—Latest developments in the eleven-year-old packers' consent decree case indicate that the government's appeal from the decision of the Supreme Court of the District of Columbia last spring which granted the packers partial relief from the decree will be heard by the United States Supreme Court either in January or February.

Filing of the final papers in the case with the clerk of the United States Supreme Court recently by the government and the two wholesale grocers' associations which were permitted to enter the dispute as intervenors was the final step in the progress of the case to the nation's highest tribunal for settlement.

However, even the finding of the Supreme Court is not expected to finally end the case as, despite which faction loses the case, attorneys for the losing side are sure to appeal the court's decision, if possible.

Present and past indications are that both the government and its allies and the packers will fight the case down to the last possible step in the courts.

Appeals seeking the removal of the modifications of the packers' consent decree were filed by the Department of Justice, representing the government which opposed the packers' petition for modification and by the National Wholesale Grocers' Association and the American Wholesale Grocers' Association, both intervenors in opposition to the modification granted by the lower court.

The packers' consent decree was ordered modified by the Supreme Court of the District of Columbia so as to permit the packers involved in the case to manufacture, sell and wholesale so-called unrelated lines, food products other than meats. Its ruling would also permit the packers to use and permit other to use their distributive facilities.

The leading packers involved in petitioning modification of the decree, Armour & Co. and Swift & Co., also sought relief from restrictions of the decree which prohibited them from retailing meat, as well as other prohibitions. This relief was denied by the lower court and no appeal from this ruling has been filed with the Supreme Court by the packers' legal representatives.

In the final papers filed with the clerk of the United States Supreme Court, the Department of Justice and the wholesale grocers' associations held that no substantial proof was produced at the trial of the case showing "any change in conditions affecting the power of the defendants to restrain or monopolize interstate trade or commerce since the entry of the original decree sufficient to justify modification thereof."

The government declared that the facts found by the court do not support its conclusions of law, exception being taken to several of the court's findings of fact. It erred, it was alleged, in finding that the increased use of motor transportation has deprived the defendants of the advantage held through ownership of refrigerator cars.

The lower court was in error in failing to determine that "there is no dimunition in the power and size of the defendants since the consent decree," but rather that it has increased, it was contended.

Error was also alleged in the finding that since 1920, the methods of marketing food products have so changed by reason of the growth of chain store as to justify the removal of restrictions on the packers preventing them from entering retail trade fields in unrelated lines. Passage of the packers and Stockyards Act of 1921 did not, it was charged, constitute a change which would greatly limit the power of the defendants to acquire a monopoly.

The charge that packers agreed to the consent decree entered against them in 1920 only to avoid more stringent measures and the passing of the Packers and Stockyards Act in the following year was modified because of this acceptance of the consent decree has been constantly raised by the factions opposing the modification.

It was charged, it will be remembered, at the first notice of the packers' intention to file an appeal from the decree's restrictions, that they had no intention of ever obeying the court's ruling and agreed only in the hope of preventing more stringent laws governing their conduct. This charge was revived at the recent hearing before the Supreme Court of the District of Columbia where opponents of the packers charged that they did not come into court with "clean hands" inasmuch as it was clearly indicated that they had intention of meeting the decree's requirements.

The jurisdiction of the lower court to rule on modification of the decree was attacked in the appeals of the two grocers' associations. The decree being a consent decree, modification of the decree cannot be had, it was contended, without the consent of all parties thereto.

Co-operative Advertising by Independent Grocers Held Potent Factor in Competing with Chains—The rapidly growing strength of the independent grocers who have formed voluntary co-operative groups is due largely to the effective advertising campaigns resulting from this move in the distributing field, distributing authorities point out.

The two most effective weapons of the chains in their fight for the major share of the nation's food distributing business have been the lower offering price through concentrated buying power and the strong advertising campaigns carried on to impress upon the public that it was cheaper to buy at chain stores.

The growth of the voluntary chain movement among the nation's independent grocers has, in the majority of cases, afforded the allied grocers with concentrated buying power sufficient to obtain the same price discounts that the chains commanded and thus removed this factor as a competitive argument.

However, many articles have been written concerning the growth of the voluntary chain groups through the country and the resulting concentrated buying power.

Advertising has been more or less neglected as an important factor in dealing with chain store competition in the food field. When a consumer picks up a daily newspaper, the first thing that catches his eye in the advertising sections devoted to food products is the advertisement of this-or-that local or national chain store.

In this advertisement, the consumer will read that such-and-such a chain store, of which there were several local units in his neighborhood, offers food at the lowest possible price obtainable on the market. Skilled advertising campaigns conducted by high-priced merchandising experts has built up a belief that the chain grocery store supplied food stuffs at lower prices than the independent stores.

The independent grocer was unable to deal with the competition because of lack of funds to purchase either sufficient space or the service of a good advertising agency. Consequently, little competition was offered by independent dealers to the chain store organizations advertising campaigns.

However, the entrance of the co-operative group or voluntary chain into the picture changed the complexion of the case. Whereas previously, no effective counter-campaigns could be conducted due to lack of sufficient funds, the allied groups found that not only did their size entitle them to discounts on purchases which enabled them to deal with the chains on a fair price level but co-operative advertising was profitable.

For sums little, if any, higher than formerly appropriated for advertising purposes, the combined sums of the allied grocers were sufficient to employ the use of skilled advertising men as well as to hire sufficient advertising space in the newspapers and other media.

The independent grocers had one factor in their favor in conducting their advertising campaigns that the chains definitely lacked. That was "human interest." The chains have always suffered from the prejudice held by many consumers that the organization was a "foreign" enterprise and held little interest in the affairs of the community in which it was located. Then again. the popular prejudice against the large corporation hampered chain store operators.

None of these handicaps were suffered by the independents in their appeals to consumers. Already they had a personal appeal to the consumer because, in the majority of cases, the grocer was a native of the locality in which he operated and had been in business for many years. Then again the human appeal which is not as accentuated in chain units aided the independents in their fight to reclaim some of their former powerfulness.

The voluntary chain members realized all these facts as evidenced in the advertising which stressed the point that they were not chain organizations but merely organizations of local business men banded together to fight the common foe, chain store competition.

Willis Speaks on Grocery Trade Problems—With the return of more normal business conditions, it will be the task of the grocery trade to intelligently plan greater profits rather than increased sales volume, Paul S. Willis, newly elected president of the Association of Grocery Manufacturers of America, said recently in a speech delivered before the Detroit Association of Manufacturers' Representatives.

Clarence Francis, president of the General Foods Corporation and former president of the A. G. M., was toastmaster at the dinner and introduced Mr. Willis, who was the featured speaker at the dinner which was attended by leading buyers from sections of the grocery trade in Michigan and other nearby states.

"There can be little doubt that the craze for volume pursued by every group in the food field has contributed a great deal to the demoralized conditions existing during the past two years. We must be content with our existing share of the prevailing consumption for our commodities. Should anyone of us seek to expand unduly at the present time at the expense of our competitors then our methods will tend to promote further drastic price cutting, ruinous to profits in our markets and in our portion of the grocery trade and runious to the early recovery of the grocery industry as a whole," Mr. Willis declared.

"To the manufacturers I suggest that special instructions be handed to your sales organization to take every precaution that your representatives, directly or indirectly, consciously or unconsciously, do nothing to excite or stimulate uneconomic price cutting."

"It is so easy for a manufacturer's representative to tell one jobber that a second jobber has authorized him to quote a special low resale price, with the results that the first jobber meets it, or quotes a still lower prices," he continued. "How much sounder it would be if the manufacturer's representative went to the jobber quoting the lowest price in the market, providing that this cost was inadequate to cover distribution costs, and said 'I think that you could get an extra 30 cents per case, because I find that other jobbers are selling at the higher price.' The point I am trying to make is that, under present 'profitless' conditions, it is much better to go to the drastic 'price cutter' and suggest that he mark his price up, rather than to go to the other jobbers and suggest that they bring their resale prices down.

"How much better it would be if the manufacturer's representatives went to his chain store customers where necessary and said: 'I notice that you have been selling my brand without profit. I think that you could sell just as much of it if you carged an extra 5 per cent or 10 per cent, as the case might be.'

"I know that most manufacturers are concerned for the distributors' profits, but nevertheless we must admit, if we are to be frank with each other, that there have been some in our groups who have made it a practice of suggesting to distributors that they load up on their brands and make a leader out of their products, regardless of how that practice of extreme price cutting demoralized the market. Such sales tactics must stop. It is unfair that a majority of the manufacturers' brands should suffer from the reputation of the few who tend to promote price demoralization in many markets.

"Slow down on your craze for volume and speed up on your efforts for a moderate, normal volume of profit on the goods that you sell," Mr. Willis suggested.

In dealing with the chain store question Mr. Willis said:

"To chain store operators: I know today that you are as actively concerned over profits as is any other group in the food industry. I know that you desire to see profitless selling eliminated, so I bring to you this thought. Drastic price merchandising has had its day with the consumer. Drastic price merchandising no longer pulls new volume, so I urge you to watch your opportunity and to instruct your merchandising people to mark up each brand as the opportunity presents itself, so that each item pays its own way as it passes through the channels of distribution in your stores."

Inter-group unsound price competition among wholesale grocers was warned against by Mr. Willis who pointed out that this has been largely responsible for many of the ills of this branch of the food industry.

"I suggest to the wholesale grocers that they give thought to the elimination of unsound price competition between themselves. It is not necessary to meet everyone's price on leaders. This fallacious theory has been responsible for much of the profitless selling by wholesalers during the past several years. I suggest further, through your salemen, that you carry to the independent grocers whom you serve the thought that there is an improvement in the consumer price of popular selling brands in most markets at the present time, and that this improvement can be continued and increased if the independents will avail themselves of every community opportunity to obtain a fair price on the brands that they sell. I suggest further, that the merchant who gives service can command a premium over the price of the non-service merchant."

In concluding Mr. Willis pointed out, however, that he did not favor the abolition of price cutting as he did not see any logical and legal plan that might accomplish this step.

"It must be clearly understood that I bring to you no message urging the abolition of price cutting. No plan could be devised that could practically and legally accomplish any such cure at the present time. I do urge instead a course of intelligent individual action calling for the abolition of the most drastic forms of price cutting, and of the extermination of methods and practices which encourage a continuance of this evil."

TOMATOES FOR MANUFACTURE ACREAGE, PRODUCTION and DISPOSITION OF TONNAGE—1931 Compared with 1930.

By the Bureau of Agricultural Economics
Division of Crop and Livestock Estimates
United States Department of Agriculture
Washington, D. C.

BASED upon reports from canners on harvested acreage and average yields per acre, the estimate of production of tomatoes for manufacture in 1931 is 42 per cent below the estimated production in 1930 and 22 per cent below the five-year average production for the period 1925-1929. The estimated production for the 1931 season is 1,014,600 tons, compared with the revised estimate of 1,745,000 tons in 1930, and with an average of 1,300,000 tons for the five years preceding 1930.

The light production in 1931 was brought about by a 29 per cent reduction in acreage from the peak acreage of 1930 and by the lowest average yield per acre during the past fourteen seasons.

According to reports from canners representing more than half of the total tonnage of tomatoes estimated for manufacture in 1931, 56.7 per cent of the tonnage was used for canned tomatoes and 43.3 per cent for other tomato products, such as tomato paste, pulp, puree, soups, catsup, juice, sauces, etc. Similar reports in 1930 indicated that 52.4 per cent of the 1930 crop was used for canned tomatoes and 47.6 per cent for other tomato products. In 1929, the indicated percentages were 53.8 per cent of the crop for canned tomatoes and 46.2 for other tomato products.

State	Acreage		Yield per Acre		Production	
	1930 Acres	1931 Acres	1930 Tons	1931 Tons	1930 Tons	1931 Tons
New York	15,500	11,300	5.0	8.1	77,500	91,500
New Jersey	43,000	30,000	6.0	4.4	258,000	132,000
Pennsylvania	5,400	4,300	3.0	3.6	16,200	15,500
Ohio	12,400	10,300	5.4	6.0	67,000	61,800
Indiana	79,000	64,000	5.0	3.0	395,000	192,000
Illinois	6,500	4,650	3.2	4.8	20,800	22,300
Michigan	2,600	2,000	5.4	7.0	14,000	14,000
Iowa	6,400	6,400	5.0	3.6	32,000	23,000
Missouri	28,900	20,000	2.1	2.1	60,700	42,000
Delaware	14,000	11,800	3.4	2.0	47,600	23,600
Maryland	48,900	38,000	3.1	2.0	151,600	76,000
Virginia	15,500	10,800	2.8	1.7	43,400	18,400
Kentucky	8,430	5,700	2.6	2.8	21,900	16,000
Tennessee	14,000	10,700	2.4	2.2	33,600	23,500
Arkansas	28,000	16,800	2.1	2.5	58,800	42,000
Colorado	2,230	2,500	8.5	7.0	19,000	17,500
Utah	8,200	6,200	6.8	8.3	55,800	51,500
California	52,250	23,160	6.3	5.5	329,200	127,400
*Other States	12,440	8,800	3.5	2.8	43,500	24,600
U. S. Total	403,650	287,410	4.32	3.53	1,745,600	1,014,600

*Other States include: Conn., Kans., La., Miss., Nebr., N. Mex., Okla., Oreg., S. C., Texas, Wash., W. Va., and Wis.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

Situations Wanted

WANTED—Executive Position by Accountant experienced in canned foods, costs, statements, income tax reports, all office detail and management, correspondence. Exceptional references.
Address Box 5, Greensboro, Md.

POSITION WANTED—As Superintendent by packer of general line of vegetables; beans, peas, tomatoes, corn, beets, kraut; and other lines. Wide experience in all phases of management, production and mechanics. Prefer yearly, but will consider seasonal proposition.
Address Box B-1832 care of The Canning Trade.

WANTED—Position as Manager or Superintendent by one experienced in management, packing, etc. Have handled all fruits and vegetables, tomato products, jams and jellies. Have also had some selling experience and will consider proposition with brokerage, machinery or supply house.
Address Box B-1833 care of The Canning Trade.

WANTED - For California cannery, competent Eastern packer, capable of taking full charge as Superintendent of plant, with complete knowledge how to pack Tomato Products, Beans of all kinds, small Vegetables (no Corn or Peas), and Fruits, Total season's pack averages 250,000 cases. Write giving previous experience and references. Do not apply unless you believe you can handle position.
Address Box B-1834 care of The Canning Trade.

POSITION WANTED—Young man 27 years old, wishes position as factory Superintendent. Experienced with Green Beans, Pumpkin, Corn, Tomatoes and Tomato Products. Six years served as plant manager. Know how to pack quality and manage help. Can furnish excellent references.
Address Box B-1836 care of The Canning Trade.

WAREHOUSING
Field and Metropolitan warehousing, the first merging into the latter if desired.
FINANCING
Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.
SERVICE
General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.
GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

POWDERED APPLE PECTIN
SPEAS-NUTRL-JEL
NEUTRAL IN COLOR AND FLAVOR
Write or Wire for Samples and Prices
SPEAS MANUFACTURING CO.
Kansas City, Mo.
Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 188,020 Feb. 4, 1927.

THE BOOK YOU NEED ! !
"A Complete Course in Canning."
5th Edition *386 Pages* *Price $10.00*
Published by THE CANNING TRADE.

The National Color Printing Company, Inc.
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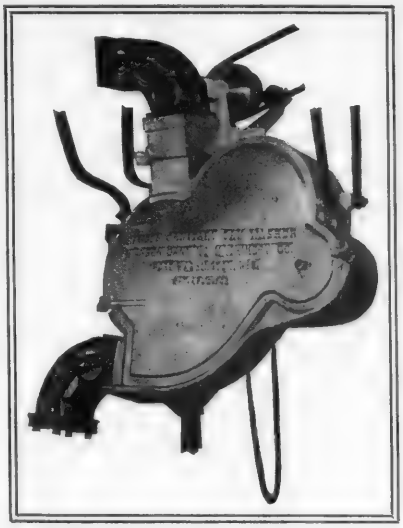


Wash and Sterilize cans Automatically

Hansen Sanitary Can Washers provide the most efficient and economical method of washing and sterilizing cans. The Hansen Washers operate entirely automically, starting and stopping with the filler.

Hansen machines are built for all sizes of cans, and are easily installed in any canning factory. They do not sweat, or leak water. Are conservative in the use of steam and water. Durable, and guaranteed.

Canned foods are only as clean as their containers, Hansen Sanitary Can Washers, clean and sterilize the can, providing a container free from any vestige of contamination.

HANSEN CANNING MACHINERY CORP.

CEDARBURG, WISCONSIN

HANSEN

Hansen Pea and Bean Filler
Hansen Corn Cooker Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Conveyor Hoot
Hansen Sanitary Kraut Filler
Hansen Quality Pea Grader
Hansen Automatic Tomato Filler
Hansen Four Roll Beet Topper
Hansen Sanitary Gallon Filler
Hansen Whole Grain Corn Cutter
Hansen Chili Con Carne Filler

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.

All are welcome.

DESERVES A BOUQUET

The absent-minded professor was busy in his study. "Have you seen this?" said his wife, entering. "There's a report in the paper of your death."

"Is that so?" returned the professor without looking up. "We must remember to send a wreath."

ANOTHER INJUSTICE TO WOMEN

"I can't see why they have a man to steer from the rear of the fire department's ladder truck," said Mrs. Tellum.

"Well, it's a necessary thing, I suppose," replied Mrs. Backseat, "but I agree with you that it's not man's work."

A GOOD COMPROMISE

"When we first got married my wife and I quarreled for a year about whether we should buy an automobile or a horse and buggy."

"How did you settle it?"

"We compromised on a baby carriage."

SPIRIT OF ACCOMMODATION

The motorist whose car had suddenly come to a standstill uqickly diagnosed the trouble, and then applied at a neighboring cottage for assistance.

"Pardon me," he said to the old lady who answered the knock, "do you by chance have any lubricating oil?"

The old lady shook her head.

"Any oil will do," said the motorist, hopefully—"castor oil, if you have any."

"I ain't got it," said the old lady regretfully, "but I could fix you up with a dose of salts."

PANTS ALSO SOLUBLE

The old prof entered the lab, and spotting a freshman busily engaged in what appeared to be pouring water on himself, he approached nearer and asked, "What seems to be the trouble, my boy?"

"Well, you see, sir, I spilled wet salt all over my pants, and as it is soluble in sulphuric acid—gosh, where are my pants?"

LET THE GUILTY BLUSH

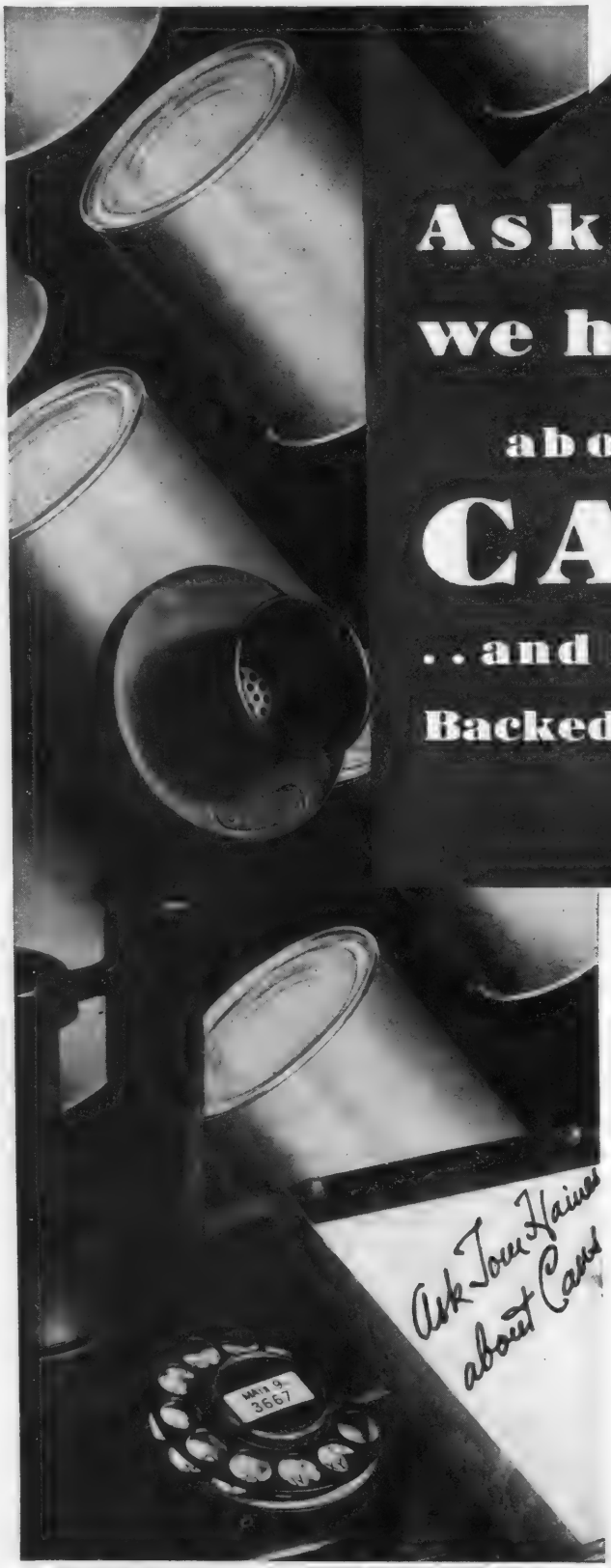
Visitor—"What nice buttons you are sewing on your little boy's suit. My husband once had some like that on his suit."

Vicar's Wife—Yes, I get all my buttons out of the collection plate.

RIGHTO

"Yes, Robert, 'amo' is the Latin word meaning 'I love.' Now what word suggests its opposite?"

"Reno."



Ask Packers we have Served about these CANS!

. . and how they're Backed with Service

Packers who have used our CANS and SERVICE are satisfied. Pick up the 'phone and ask the Packer near you, whom we have served, about these SANITARY CANS and the methods we apply to back them up.

You will hear they were NEVER out of CANS at any time - that trouble was prevented rather than adjusted - that Traffic and Service men were ALWAYS on the job.

These points are well to know just now - before you sign for 1932. Recall that CANS and ideal SERVICE come out to you from Baltimore, Md.

Do not fail to attend the National Canners' Convention, Hotel Stevens, Chicago, Ill., January 25th to 29th, 1932.

METAL PACKAGE CORPORATION

Baltimore Plant and Sales ----- 811 South Wolfe Street.
Executive Offices ----- 110 E. 42nd. St., New York City.
OTHER PLANTS } Hamilton, Ohio. Chicago, Illinois.
Maspeth, New York, - Brooklyn, New York.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, JANUARY 4, 1932

WEEKLY REVIEW

Christmas Week Always Quiet—What is a Market Price on Canned Foods—May Soon Have a Canned Foods Exchange—Outlook is Bright.

FORWARD NOT BACKWARD—Christmas week is the one week in the year that is not subject to "review", because there is seldom any actual business to review. The question, then, is what of the future?

Apparently there have been some hard bargains driven in the past ten days or two weeks, if we believe the rumors we hear of 60c and below on corn, and peas at 70s and worse. Truth is, of course, that there is no market and no one knows what the bottom of the market will be. That is the great disturbing feature right now: a total lack of confidence, apparently, in the prices of anything. That does not mean only canned foods, it means everything on which a price can be fixed, or that is offered for sale—real estate, stocks, bonds, merchandise and what not. Get your mind off your own stocks of canned foods for a moment, and how do you feel about buying anything? Well, that is what the canned foods market is suffering from, and will suffer for a while, until some degree of confidence and willingness to trade appears. When will that be? That is pretty hard to answer, but at least men are beginning to feel that the change will not come quickly, overnight; but will grow very slowly, and for that reason it is expected will grow strongly permanently and well.

WHAT IS A MARKET PRICE?—One of the progressive brokers of Seattle, Wash., wrote us on December 8th:

"We read with a great deal of interest each week your market reports from the principal markets of the country and every time we read the Gulf States Market by "Bayou," we just wonder where he gets his information.

"Bayou must be an optimist. Last week one of our retail markets featured Small Shrimp at 3 tins for 29c. We know of several parcels that have been sold recently at 90c per dozen, f.o.b. New Orleans for the No. 1s Dry Pack. Large Shrimp, counting 25 or under have been sold on the Pacific Coast at $1.00, f.o.b. New Orleans.

And to this our correspondent replied:

"I welcome any criticism that the readers of your journal may have to offer, because aside from the fact that it shows that my market reports are being read, it also serves to keep one from getting stale on the job.

I am sure that Mr—— is correct in the statement he makes that he knows several parcels of shrimp having been sold at 90c and $1.00 per dozen, f.o.b. New Orleans, and I go him one better and say that I have heard that Shrimp has been sold as low as 75c per dozen, f.o.b. factory in the last six months, and I don't doubt it. So if Mr.—— can fix a standard price on shrimp with these three different prices, it is more than I can do, besides I don't think that it would be fair to reputable packers that are straining every point to put out a strictly first class quality pack and selling their shrimp at $1.25 and $1.35 per dozen, for me to come out in my letters with a price of 75c and $1.00 per dozen.

In accordance with the above explanation, I don't know of anything that would turn a person "cookoo" quicker and surer than to try to fix a price on any commodity nowadays, no matter what it is; whether it is sea food, vegetable, lumber, dry goods or what-not.

The other day we asked for bids on printing and making ten small special cash books for the office. We received six bids ranging from $12.25 to $14.75 and one bid for $8.50. We gave the job to the $8.50 bidder, not having an idea that he could turn out the work at such a lower price; but much to our surprise, this cheap bidder delivered the job to us the following afternoon and a strictly first class job in every respect for $8.50. Can any one tell me what price to fix as standard on this special cash book? All the firms that bid on the job were first class, reputable printers too.

I can go down the line and recite incident after incident of similar occurances here, and if these same trade conditions do not exist in the State of Washington, then they're blessed and the depression is not on in that section of the country."

That is why we dislike quoting canned foods prices, because there is such a wide variation at times, causing rumors to fly thick and fast, that always someone thinks such quotations as ours are all off.

Now that we have official grading possibly 1932 will see the institution of a real Canned Foods Exchange, wherein blocks of canned foods may be offered, bid for and sold, and thus a definite market price established. Other commodities are sold in such manner, why not canned foods? Once started, such Exchanges will be set up in Baltimore, Chicago, New York and San Francisco. This is coming and it may come this year. It is, therefore, one of the things to look forward to.

Bright—The Government is busy now trying to compile the holdings of canned foods in canners' and distributors' hands, as of January 1st, and it is to be hoped that there will be a full and complete compliance with their efforts. The collection of such figures quarterly will prove of great benefit to producers and distributors, and will show how the goods are moving, and give some indication of the consumption of the goods. And we warrant that the canners and the distributors will be flattered with the showing. Canned foods have been going into consumption rapidly, and steadily. The reason the canners feel that the goods are not moving is because they have been putting them out in small lots; but they must remember that these small lots have been passed right on the consumers' tables. There has been no accumulation in distributors' warehouses. And that is what makes the outlook so bright, if the market would ever turn anywhere near natural. The supply of goods is unusually low; normally market prices ought to be much higher than they are, very high in fact, if we base prices on experience previous to two years ago. And as the winter moves on, and home supplies work lower and lower, the demand for canned foods is bound to increase. That increase ought to improve prices. And what is equally as important and effective, the canners are showing more confidence in the goods, and demanding better prices. Probably financial pressure is not now as great as it was just after the close of the canning season, and that will also help. So we are all set for better conditions in the canned foods market, though we should not expect high prices. What is bringing high prices in any market today? Not a thing! Don't look for miracles in canned foods.

We hope that you will have a successful year, filled with health and contentment.

NEW YORK MARKET

By "NEW YORK STATER,"
Special Correspondent of "The Canning Trade."

Market Continues Dull—California Stabilization Movement Nearing Completion—Tri-State Tomato Prices Firm—Corn Irregular—Market Favorable for Cheap Peas—American Can Company Declares Dividends.

New York, December 30, 1931.

THE MARKET—As is normal at this time of the year, market activities have been extremely dull with little, if any, buying interest shown. This, of course, is due mainly to seasonal influences, principally pre-inventory dullness.

A gain in trading, however, is expected to develop after the rest of the new year as inventories are completed and the usual seasonal upturn in buying resumes. Prices, on the whole, held steady during the closing weeks of 1931 with a few minor exceptions where distress offerings have offered a somewhat distorted conception of market values.

Stabilization—Attention of the trade here remains centered on the California stabilization movement which has apparently reached successful completion. However, no definite report has been made as yet and no accurate statement as to how successful negotiations have been is available.

Despite this lack of official confirmation, the trade has heard apparently reliable reports that shortly after January 1, higher prices will be announced. Some details of the proposed stabilization measure remain to be settled, it was said, but the principal rules for aiding the price structure have been agreed upon.

The bankers have been almost uniformly successful in their proposals, according to reports from the coast, because few canners care to incur the enmity of a banking house from which it might want to secure credit in the future.

Prices have been irregular, reflecting the uncertainty induced by lack of any definite announcement on the part of the Pacific Coast packers. However, some brokers hold that the cleaning-up of the odd lots which have been offered in the local market will aid in maintaining a stable price list if, and when, a revised price schedule is offered by the participants in the stabilization movement.

Tomatoes—Tri-State tomatoes closed the year strong, with prices holding firm at levels prevailing in recent weeks. With stocks of this pack in the hands of strongly financed packers, according to present trade indications, there seems to be little chance of distress offerings hitting the market and causing lower prices.

With any resumption of buying activity after the first, prices are expected to gradually work their way into higher brackets as demand gains.

Corn—Continues irregular and despite optimistic reports of large quantities moving into retail distributing channels, little hope of any improvement in the market structure of this pack is seen likely in the immediate future. Prices are irregular although removal of sales pressure on Maine corn has resulted in slight firming-up of offerings. Some of the cheap offerings of Maine corn have been of poor quality, it was learned, and buyers are becoming more cautious in covering on "bargain" offerings. Western corn remains lergely unchanged.

Canned Fish—Some distress offerings of shrimp have been made here with the result that the price list for this pack is highly irregular. Extremely low prices are reported, but whether or not any sales have been made, or would be considered at these prices, is doubtful. Distress offerings seldom present an accurate picture of market prices. Whether or not, this is a passing flurry, or the forerunner of a sharp drop in prices remains to be seen. Other canned fish prices remained largely unchanged, with some increase in activity expected in the early months of 1931.

Peas—With retail distributors featuring the cheaper grades of peas, brokers report that the market for this pack is strong. Although no activity is noted at present, with the resumption of buying activity, move-

ments of the lower priced grades into retail distributing channels will be rapid, with prices slowly working in higher ground, the trade holds. The higher-priced grades are not meeting with such demand, and some concessions are reported available on offerings out of Wisconsin.

Pears—Rapidly diminishing supplies, coupled with increased demand has seen prices for Northwest pears firm up. Oregon and California offerings are steady.

Sauerkraut—Canned sauerkraut is holding firm here, although no further price advances seem likely in the immediate future. No. 3s are offered at 85 cents, factory, with canners strongly entrenched at this level.

Grapefruit—Remains unchanged, with buyers showing no interest in new pack offerings. Not until the low-priced stocks have been disposed of will there be any demand for new pack goods, and then probably only if prices have been reduced.

Pineapple—Recurrent rumors that pineapple prices will be advanced shortly have been brought to life again on the supposition that any advance of California fruits would be followed by a similar advance in pineapple prices. This contention seems logical enough, but whether the pineapple factors would care to enter into active competition with California packers on any price-differential basis differing from that prevailing at present, is doubtful. With pineapple being bought by thousands of consumers who never bought it before, an enormous potential market is being developed by the pineapple packers.

American Can—Directors of the American Can Co. declared the regular quarterly dividend of $1 on the common stock, payable February 15 to holders of record February 2.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

Changes Shown in the Year—What Faces the Industry—Cheap Tomatoes Hard to Find in Indiana—Spread in Pea Prices Being Narrowed—Consumers Attracted by Corn—Some Low Prices Had on Canned Oysters.

Chicago, December 30, 1931.

THE YEAR—The turn of the year finds this field in a somewhat unsatisfactory situation; there are several less jobbers here than a year ago; and considerable retrenchment among others. It has been a hard year for many. Local consumption on the full line of groceries has been rendered, especially so in the high grade and fancy lines.

Canners in the neighboring states are likewise badly in the dumps as much of their goods has had to be sold under cost, and some red ink closing figures are not going to encourage banks to back up cannery ventures for 1932; all of which may in fact be a blessing in disguise for those who properly belong in the picture.

Probably there will be some encouraging developments for canned foods for canners after the full run of conventions has been completed; that seems to be the hope on which the better financed operators are depending as they are too good business men to take a loss when there is any way to avoid it.

If production can in some manner be fairly balanced to the needed volume on each item, and if canners can learn to expect that they must carry their load quite well thru the year instead of frantically trying to dump it onto an unwilling jobber, a longstride will be made toward the correction of the situation.

Tomatoes—Indiana seems to be almost entirely relieved of the bothersome surpluses which were worrying them some weeks ago. Cheap tomatoes are hard to find in that state now. Talk of No. 2 standards at 70c or cheaper should be scrutinized closely as it is usually found to represent a few blocks which have been submitted time and again each time to be refused account quality. Good Indiana No. 2 standards ought to be worth 75c, extra standards 85c, Eastern standards are greeted at 65 to 67½, factory.

Statistics show something of a scramble ahead on tomatoes in late winter if anything like normal consumption continues.

Peas—A good sale on cheap and medium grades continues but a few holders of high priced goods are getting somewhat nervous over slow movement of their goods. The old time spread in price between standard and fancy and between large and small sieves is being greatly narrowed and will probably remain so.

Wisconsin is asking 87½ to 90c for standard 4 Alaskas, about $1.10 for extra standard 3 Alaskas and about $1.20 to $1.25 for fancy No. 3 sweets. Indiana and Ohio peas are no longer pressing for sale; such few as are still in packers hands are going out into definite channels in such flows that owners have ceased most of their selling urge.

Plans are now being made to scientifically gauge 1932 Wisconsin acreage into line with what can be really consumed at a fair price and carryover avoided. This is in the hands of a very able committee and the results of their labors should do much for the industry.

Corn—Some surveys made recently of city retail outlets show that corn is meeting with an unusually good reception at this time; this is explained in several ways; low price, consumer preference for cheapest foods, bettered quality, less watery corn, and many store displays. It may surprise everybody to see corn come in for a lot of wholesome attention by spring because of this fine steady sale which is going on now.

Corn canners are encouraged to believe that 1932 will show the situation on their product well balanced as to production and consumption; some restraint measures against surplus packs are being shaped together which will be of benefit to all.

Prices continue unchanged; corn priced in the 60's is to be found both in the east and middlewest; but the more conservative producers are laughing off such orders feeling that their standard will enjoy an acceptance at their 70 to 75c ideas if they will wait a bit longer. It is really surprising to see what fine quality corn can now be bought for 90c to $1.00 dozen.

California Fruits—The low prices prevailing are encouraging a nice volume of movement in the city but it is an open question as to whether this sort of action is not more of a metropolitan condition and the large volume of natural business usually developing in the country is not following through. It has been remarked here that when business gets dull in the country they can get along on potatoes and a little home grown pork for a long time; they have also at least a small store of home canned fruits; altogether a much reduced outlet for canned fruits.

This whole situation may not be as bad as it is pictured but it at least has producers and distributors much puzzled.

A report now circulated announcing a definite peach control deal in California has put new heart into some

operators, but they ask the question again as to whether an actual radical advance as suggested will really be a lasting benefit during the many months to come.

Gulf Oysters—Some new quotations are now in circulation by a few producers substantially lower than basis indicated in November; and at these figures now applying there will no doubt be some selling drives on this item in the districts where such product is popular. A good 4-oz. oyster at 60c. doz. ought to have a price appeal to the trade.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Rain Brings Water Supply to Normal—Ought to Reduce Cost of Crop Growing—Sample Cutting Shows Improvements—Why Dividends Were Omitted—Studying New Peach Products—Notes.

San Francisco, December 30, 1931.

RAIN—California received a glorious Christmas present in the form of a rain which visited every part of the State, bringing the precipitation up to normal in many places. It has been years since this State has had normal rainfall and snowfall, but the outlook is bright for a wet season, relieving a situation that had become tense. An abundance of rain and snow will mean that farming interests will be enabled to produce crops at a lower cost than in recent years by doing away with the need of expensive pumping for irrigation. So serious had the water problem become that Governor James Rolph, Jr., has been considering the calling of a special session of the State Legislature to consider plans for distributing the surplus water of the Sacramento River and the building of dams on other streams. In the southern part of the State a metropolitan water district recenly voted bonds in the sum of $220,000,000 to distribute water from the Colorado River, illustrating the amounts involved in water projects in the State.

Sample Cutting—The annual vegetable sample cutting of the Canners' League of California, held recently in the cutting rooms of the California Packing Corporation, San Francisco, and confined to tomatoes, spinach and asparagus, indicated that the efforts of canners to improve their product had bourne fruit as scores generally were better than those of a year ago, despite a tendency on the part of judges to be critial. Tomatoes made a definitely better showing and for the first time tomato juice was considered. The cutting and judging of tomato juice was watched with special interest, since this product is rapidly becoming such an important one. Frank Dixon, of the Canners' League, who takes an active part in the cutting bees, presented a report showing the relative percentage yield on a juice basis by weight of different varieties of tomatoes. The Santa Clara tomato, so widely used for canning because of its heavy meat sections and small seed cells, was found to yield 67.84 per cent in juice, while the English tomato yielded 85.75 per cent. It was found that the juice of the different varieties varied greatly in color and in flavor. The cutting of spinach showed that the 1931 pack was the finest yet made from the standpoint of color, flavor and uniform salt content. Standards for asparagus have been made more rigid and the ideas of judges were advanced with these. In general, the quality of asparagus was well ahead of that sampled in previous years.

Why Dividends Were Omitted—R. M. Barthold, president of the California Packing Corporation, recently made a report to stockholders outlining conditions that had been encountered during the year and explaining the reason for omitting dividends during the past six months. In part, the report is as follows:

"The large carryover from last year was moved with some profit. While this year's pack generally was restricted, being approximately 60 per cent of last year, it was felt that somewhat lower costs and retrenchments in general and factory overhead (these savings amounting to over two million dollars to November 30, 1931) would enable this pack to be moved with some margin of profit despite lower selling prices. It is rarely that a drastic selling price decline occurs in the canned food industry but it did occur this year in pineapple. Your Corporation has been compelled to meet these competitive prices on this commodity. Therefore, pineapple operations for the year, while usually profitable, will result in a substantial loss. The margin of profit on other lines is small.

"Our export business represents about 10 per cent of our total sales. This year's business has been somewhat affected by the suspension of the gold standard, and earnings on foreign business will not be favorable, but we expect our loss to be nominal and will not affect us seriously.

"A decrease of ten per cent in salaries, including all executives, was made effective November 1, 1931. This is in addition to wage and salary decreases which were effective earlier in the year.

"Total sales billing to December 14, 1931, was $37,-108,707.89, compared with $43,189,392.15 for the corresponding period to December 14, 1930. Notes payable are $9,750,000, against $16,700,000 last year at this date.

"The Alaska Packers Association, in which we have a stock ownership of 83 per cent, packed 778,000 cases of salmon this year, compared with 222,961 cases for 1930. The operating profit on this pack will be subject to whatever adjustment may be made on the carry-over stock values and the Insurance Fund investments.

"We feel that we have satisfactorily weathered one of the worst year in the history of the industry."

Peaches—A conference of much interest to peach growers and canners in California will be held at Hilgard Hall, University of California, Berkeley, on January 8, it is announced by W. V. Cruess, associate professor of the fruit products laboratory at the university. The meeting will take the form of a "cutting bee" and a display of new peach products, followed by a conference addressed by specialists. There will also be a display of samples of new varieties of canning peaches made under the direction of Frank A. Dixon, horticulturist for the Canners' League of California.

At the conference the following subjects will be discussed: "Relation of new products and by-products to the peach industry," W. V. Cruess, University of California; "Overseas shipments of prepared cling peaches in barrels," E. M. Mrak, University of California and Stuart Campbell, State Bureau of Commerce; "Marketing tests with crushed peaches," G. A. Pitman, University of California; "Possible markets for

crushed peaches in Eastern cities," B. H. Critchfield, Canners' League of California; "Canned peach juices and syrups," J. H. Irish, University of California; "New peach variety needs of the canning industry," Frank A. Dixon, Canners' League of California; "Dehydration of cling peaches," P. E. Nichols, University of California, and "Frozen pack peaches and their possibilities," M. A. Joslyn, University of California.

Articles of incorporation have been filed at Sacramento, Cal., by the Monterey Sardine Industries, Inc., an organization which includes sardine fishermen of Monterey in a co-operative working agreement. Fifty-seven crew out of sixty-three have joined the organization the purpose of which is to "forestall the complete and imminent collapse of the sardine fishing industry." It is claimed that secret contracts have been set up between canners and fishermen, demoralizing price schedules.

The Matson freighter Maliko recently landed 216,000 cases of pineapple from Honolulu, at San Francisco, the shipment being one of the largest of the year.

Plans are being made for the erection of a fruit and vegetable cannery at Seaside, Cal., by the Monterey Peninsula Packing Corp., Ltd. The project is being promoted by Sidney Ruthven, Seaside, and Carmel Martin and F. E. Raiter, Monterey.

The Independent Grocers' Alliance Distributors, Inc., has been incorporated at Oakland, Cal., by Frank Hain, Edward Kelly and James Anglim. The attorneys are Fitzgerald, Abbott & Beardsley, Central Bank Building.

The Isleton Canning Company of No. 2 Pine street, San Francisco, has been meeting with considerable success in the marketing of Tom Krout Cocktail, a combination of tomato and sauerkraut juice. The uses of this canned product are almost unlimited and it is being used as an appetizer, as an addition to soup, with gelatin for a salad, as sauce with the fish course, or with oysters as a cocktail. While it has been on the market but about three months, shipments have been made to almost every part of the United States, to China, Japan, Great Britain and to various countries in Europe.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

SEXASILL, dressed salted herring in bulk and canned. Use claimed since February, 1930. Strohmeyer & Arpe Company, doing business as United States Food Company, New York, N. Y.

GOLDEN STAR, canned fruit, canned vegetables, canned tomato catsup. Use claimed since September, 1876. California Canning Peach Growers, San Francisco, Cal.

RED RIDING HOOD, canned fruits, canned vegetables, canned fish, etc. Use claimed since 1895. Balfour, Guthrie & Co., Ltd., San Francisco, Cal.

ABOVE PAR, canned fruits, canned vegetables, canned berries, canned pimientos, canned juices, canned clams, etc. Use claimed since January 2, 1925. Tiedemann & McMorran, San Francisco, Cal.

MINERVINI and cheriot design, canned tomatoes. Use claimed since 1921. John Minervini, Inc., Hoboken, New Jersey.

BAIADERA, canned tuna fish, etc. Use claimed since February 1, 1930. G. Cuccia & Sons, Inc., New York, N. Y.

BALLYHOO, canned fish. Use claimed since September 1, 1931. S. Isenberg, Inc., New York, N. Y.

CABALLERO, canned pimientos. Use claimed since October 21, 1931. The Hills Brothers Company, New York, N. Y.

CANNERS' CONVENTIONS

January 7-8, 1932—Ozark Canners, Annual, Colonial Hotel, Springfield, Mo.

January 25-27, 1932—National Preservers, Congress Hotel and Annex, Chicago.

January 25 to 29, 1932—National Canners; National Food Brokers; Canning Machinery & Supplies; Machinery Exhibit. Hotel Stevens, Chicago, Ill.

February 9-10, 1932—Virginia Canners, annual, Roanoke, Va.

March 16-19, 1932—Canners' League of California, Annual, Hotel Del Monte, Del Monte, Cal.

SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

BALTIMORE CANNED FOODS EXCHANGE
YEAR 1931-1932

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CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.60
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	3.50
Small, No. 1 sq	.....	2.85
Green Mammoth, No. 1 sq	3.40	3.10
Small, No. 1 sq	2.80	2.70
BAKED BEANS‡		
16 oz.	.50	.....
No. 2½	1.05	.....
No. 10	3.25	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.60	.57½
Standard Cut Green, No. 10	3.00	3.00
Standard Whole Green, No. 2	.90	.95
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.25	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.65	1.65
No. 10	8.00	.....
No. 2, Medium Green	1.45	.....
No. 10	7.00	.....
No. 2, Green and White	.95	.....
No. 10	5.25	.....
No. 2, Fresh White	.75	.80
No. 10	4.00	.....
Soaked, No. 2	.75	.....
BEETS‡		
Baby, No. 2	1.40	.....
Whole, No. 2	1.10	.....
Whole, No. 3	1.10	.....
Whole, No. 10	3.50	4.00
Cut, No. 2	.80	.95
Cut, No. 10	2.75	.....
Diced, No. 10	3.75	.....
CARROTS‡		
Standard Sliced, No. 2	.75	.....
Sliced, No. 10	3.25	.....
Standard Diced, No. 2	.65	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.80
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.80	.....
Extra Standard, No. 2	.70	.....
Standard, No. 2	.65	.60
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.....
Extra Standard, No. 2	.70	.....
Standard, No. 2	.62½	.60
Standard, No. 10	4.10	4.25
HOMINY‡		
Standard Split, No. 3	1.00	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard No. 2	.82½	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.00	.....
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.30
No. 5 Fancy Sweets, 2s	.....	1.20
No. 5 Std. Sweets, 2s	.....	1.00
No. 4 Early June, 1s	.....	.80
No. 1 Std. Alaskas, 2s	1.20	.....
No. 2 Std. Alaskas, 2s	1.05	.....
No. 3 Std. Alaskas, 2s	.95	1.00
No. 4 Std. Alaskas, 2s	.90	1.05
No. 2 Std. Alaskas, 10s	5.00	.....
No. 3 Std. Alaskas, 10s	4.75	5.25
No. 4 Std. Alaskas, 10s	4.50	5.00
PUMPKIN‡		
Standard, No. 2½	.90	†1.00
No. 3	1.00	†1.05
No. 10	3.00	†3.10

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.80	.82½
No. 3	.85	.85
No. 10	2.55	2.65
SPINACH‡		
Standard, No. 2	.75	.75
No. 2½	1.15	.....
No. 3	1.20	1.15
No. 10	3.50	3.50
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	1.15	.....
Standard Green Corn, Dried Limas, No. 2	1.00	.....
(Triple) No. 2 (with tomatoes)	1.15	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.75	.....
No. 2½	.90	.90
No. 3	.95	1.00
No. 10	2.75	3.00
TOMATOES‡		
Extra Standard, No. 1	.55	.....
F. O. B. County	.52½	.50
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.25	.....
F. O. B. County	1.20	.....
No. 10	3.50	.....
F. O. B. County	3.35	.....
Standard, No. 1	.52½	.....
F. O. B. County	.50	.....
No. 2	.70	.67½
F. O. B. County	.65	.....
No. 3	1.05	.....
F. O. B. County	1.00	1.05
No. 10	3.25	.....
F. O. B. County	3.10	3.15
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.37½	.37½
No. 10, Whole Stock	2.50	2.25
Standard, No. 1 Trimmings	.35	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

	Balto.	N.Y.
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	.....
Pennsylvania, No. 10, water	3.00	.....
Pa., No. 3	1.25	.....
No. 10, solid pack	3.50	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.40
Choice, No. 2½	1.80	1.65
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	.....
No. 3	.....	.....
No. 10, water	4.00	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.60
No. 10	5.50	4.75
CHERRIES*		
Standard Red, Water, No. 2	.....	.....
White Syrup, No. 2	.....	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	6.25	.....
California Standard, 2½	2.40	1.90
Choice, No. 2½	2.60	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.55	.....
No. 2	1.10	1.00
No. 5	3.30	4.25
No. 1 Juice	.75	.....
No. 5 Juice	3.25	.....
PEARS*		
Standards, Keifer No. 2, in syrup	1.00	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.15
Choice	2.75	1.95
Standard, No. 10	6.50	6.25

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.35	1.40
Choice, No. 2½, Y. C.	1.55	1.60
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	.85	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, Extra, No. 2½	1.50	1.35
Sliced Standard, No. 2½	1.35	1.20
Sliced, Extra, No. 2	.....	1.15
Sliced Standard, No. 2	.....	1.00
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	5.00	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.50	.....
No. 10s	9.50	.....

Canned Fish

HERRING ROE*		
10 oz.	.75	.....
17 oz.	.80	.....
19 oz.	1.00	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.25
¼-lb. cases, 4 doz.	.....	1.60
OYSTERS*		
Standards, 4 oz.	.....	.....
5 oz.	1.00	†1.10
8 oz.	.....	.....
10 oz.	2.00	†2.20
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	2.45	2.35
Flat, No. ½	1.75	.....
Cohoes, Tall, No. 1	1.85	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.77½	1.07½
Pink, Tall, No. 1	.97½	.....
Sockeye Flat, No. 1	3.35	.....
Flat, No. ½	.75	.....
Chums, Tall	.92½	.97½
Medium, Red, Tall	2.00	.....
SHRIMPS§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.25	.....
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.00
¼ Oil, Decorated, keys	.....	†3.65
¼ Oil, Tomato, Carton	.....	†4.10
¼ Oil, carton	.....	†4.10
¼ Mustard, Keyless	.....	†3.20
¾ Mustard, Keyless	.....	†2.90
California Oval, No. 1	1.55	†2.95
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼	3.35	.....
Striped, ½s	4.65	6.25
Striped, 1s	8.25	11.50
Yellow, ¼s, Fancy	4.65	.....
Yellows, ½s, Fancy	7.30	6.50
Yellow, 1s	13.55	12.50

WHERE TO BUY

——— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTERS, for Chain Devices.

Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking

Baskets, Wire, Scalding, Picking, etc. See Cannery Supplies.

BEET MACHINERY.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.

Berlin-Chapman Co., Berlin, Wis.
La Forte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.

Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.

A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.

Ayars Mach. Co., Salem, N. J.
Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper.

BOXES, Lug, Field, Metal.

Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.

BROKERS.

Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.

A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.

Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.

Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAPPING MACHINES, Soldering.

Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds

American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.

Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Hoopeston, Ill.

CLOSING MACHINES, Open Top Cans.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

COOKERS, Continuous, Agitating.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.

Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Hoopeston, Ill.

COPPER COILS, for Tanks.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

CORN CUTTERS.

Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

CORN SHAKERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.

Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Hoopeston, Ill.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).

Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.

Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).

American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.

Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

FIBRE CONTAINERS for Food (not hermetically sealed).

American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.

Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GEARS, SPROCKETS, Etc.
Slayman & Co., Baltimore.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.

GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.

Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Hoopeston, Ill.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

LABEL MANUFACTURERS.
R. J. Kittredge & Co., Chicago
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Hoopeston, Ill.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PUMPS, Air, Water, Brine, Syrup.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Hoopeston, Ill.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slayman & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Hoopeston, Ill.

TANKS, Wooden.
Sprague-Sells Corp., Hoopeston, Ill.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

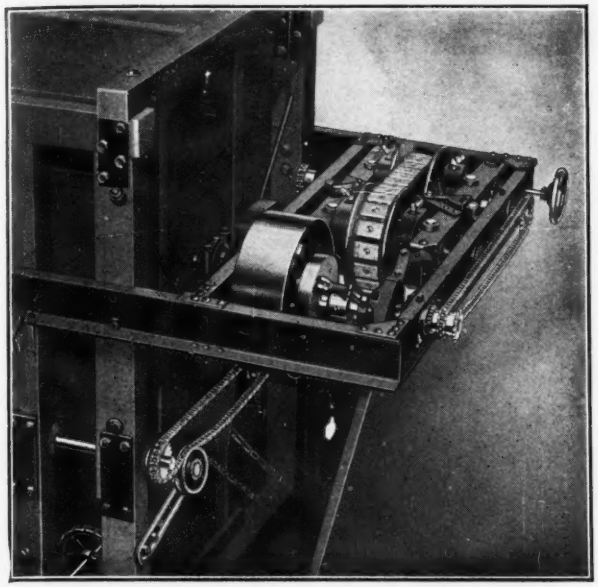
Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, O.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.



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CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
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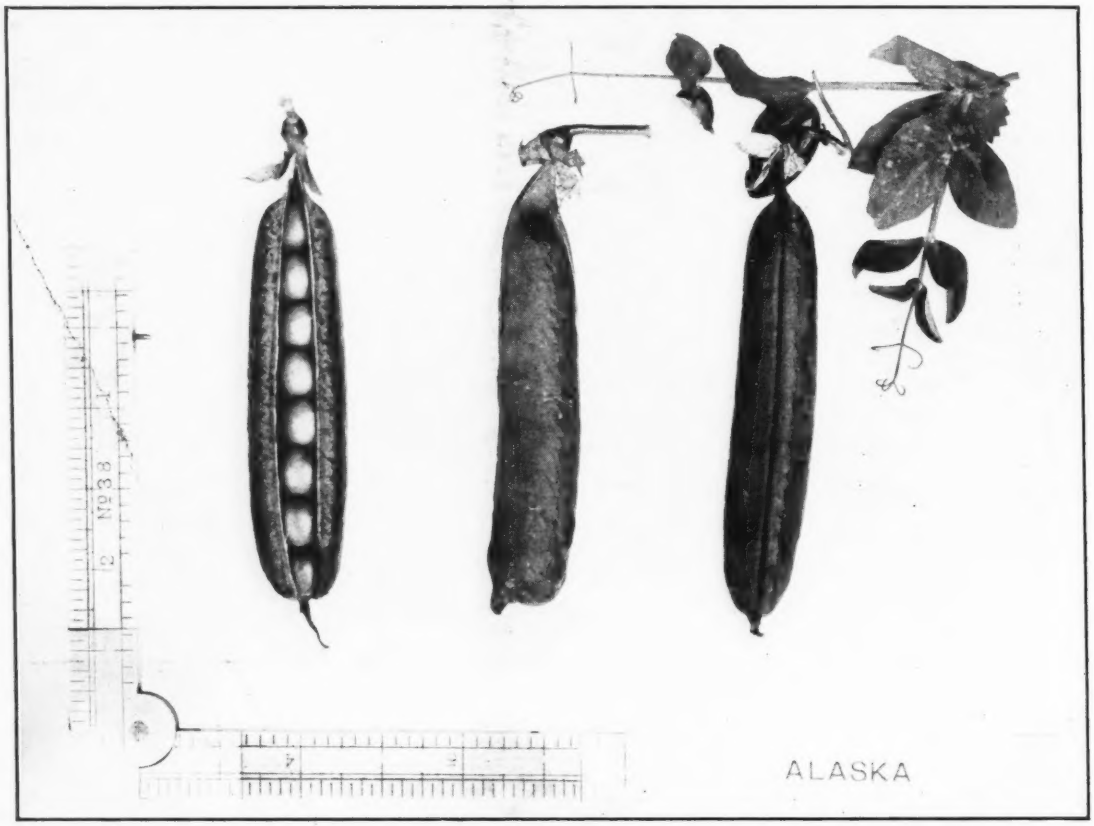

Alaska Peas

From the beginning of the canning of Peas the *ALASKA* has been used in larger volume than any other variety. Consequently we are devoting constant effort to the development of better and still better strains. In the vital factors of *Pod size, number* of *Peas per Pod,* and *Number of Pods* per *Vine Ready* for *Canning* at a *Given* Day, our stock is a *Leader.*

More than 1000 acres are devoted to Breeding Ground operations to insure continuous Pedigreed Lines of parent stocks of all kinds of seed that *Canners* use.

ASSOCIATED STOCKS ARE KNOWN FOR QUALITY

WE SOLICIT YOUR ORDERS FOR 1932 PLANTING OR UNDER FUTURE CONTRACT

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BRANCH WAREHOUSES LOCATED FOR CONVENIENT DISTRIBUTION AT MINIMUM TRANSPORTATION COST.